CANADA. DEPT. OF TRADE AND COMMERCE. COMMERCIAL INTELLIGENCE SERVICE

SPECIAL REPORT UPON THE TRADE AND COMMERCE OF SOUTH AFRICA.

TRADE AND COMMERCE DEPARTMENT

SUPPLEMENT

TO

WEEKLY REPORT

SPECIAL REPORT UPON THE TRADE AND COMMERCE

OF

SOUTH AFRICA

BY

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Canadian Trade Commissioner at Durban

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November 1, 1910.

The Deputy Minister,

Department of Trade and Commerce,

Ottawa, Canada.

SIR,—The closest attention of all Canadian manufacturers and exporters is requested to the suggestions contained in the pages of this special report. There can be no doubt if these are carefully followed that the foreign trade of the Dominion will be materially increased each year.

I have the honour to be, sir,

Your obedient servant,

H. R. POUSSETTE,

Trade Commissioner at Durban.

SUMMARY OF TRADE CONDITIONS.

It has been the aim to embody in the following pages any information that is likely to be helpful to Canadian producers at present exporting to South Africa, or to those who may contemplate doing so. The idea was suggested from reading the very excellent special report of the Trade Commissioner to Newfoundland, published last year.

NEW UNION GOVERNMENT.

The Union of South Africa is made up of the four provinces of Cape Colony, Natal, Transvaal and Orange Free State, which was formerly the Orange River Colony. Each province will have a Provincial Council, similar to the Canadian Provincial Legislatures, and an administrator who will have somewhat the same functions as a Lieutenant Governor.

The Union Government is administered by a cabinet composed of ten members with portfolios, and one without. The various departments with the Ministers in charge are as follows:—

Department of the Prime Minister.—General The Right Honourable Louis Botha, Prime Minister and Minister of Agriculture.
Department of Railways and Harbours.—Hon. Jacobus Wilhelmus Sauer.
Interior Minister of Defence.—Hon. Jan Christiaan Smuts.
Department of Justice.—Hon. James Barry Munnik Hertzog.
Department of Education.—Hon. Francois Stephanus Milan.
Department of Finance.—Hon. Henry Charles Hull.
Department of Lands.—Hon. Abraham Fischer.
Department of Native Affairs.—
Department of Commerce and Industries.—Hon. Frederick Robert Moor.
Department of Public Works, and Post and Telegraph.—Hon. David Pieter de Villiers Graaff.

A VALUABLE MARKET.

The South African market affords a valuable outlet for Canadian producers for various reasons; it has a high purchasing power in proportion to its population; it must continue to import for a very considerable time many of the commodities which the Dominion can produce; and being a sister colony, it would seem to be a natural field for Canadian manufacturers to cultivate, not only because of the customs preference, but also on account of the friendly feelings cherished by a large proportion of the population towards Canadians. In this regard there is not only the business side of the question to be considered, but also the imperialistic. It is assumed that most of the manufacturers of Canada are animated by a desire to assist as far as lies in their power the laudable project of closely binding together the component parts of the empire. Trade is an instrument which can be turned to powerful use in attaining this end. By pushing trade in even its ordinary sense with the mother country and with the various colonies, the manufacturers tend to bring the British people into intimate and friendly relationship with the Dominion.

It is said that there is no romance, no sentiment in business, but there is for those who will see it, although perhaps they be only the select few. The exporting manufacturer, who is public-spirited enough to recognize in his dealings with foreign countries his responsibility towards the state, and will endeavour to conduct his

business in this light, cannot fail to take a keener and more pleasureable interest in his work, and in the end to receive a concrete as well as an abstract reward.

NO ROOM FOR SLOVENLY METHODS.

Only the best men can succeed in foreign trade. It demands infinitely more ability than that required by domestic commerce. In it there are no friendly tariff walls to shelter the inefficient; these as a rule defend the markets to be captured and have to be assailed and overcome. Foreign trade has in it no room for slovenly methods; it follows and naturally so the lines of least resistance. Therefore to compel success, no detail can be too trivial to neglect, no advantage too slight to seize. Manufacturers may be progressive, enterprising, aggressive, courageous yet cautious—these are all necessary to success—and still fail from simple incapacity to recognize the untold importance of detail. It may be a fault in the packing or in the marking, a neglect to send quotations with samples, or a failure to quote c.i.f. or f.o.b. seaboard, instead of f.o.b. factory, and a hundred possibilities that will occur to the mind of the manufacturer, if he will only imagine himself in the place of his present or prospective customer. Practical imagination that can conjure up possible difficulties before they occur should be cultivated, thus enabling adequate preparation to be made to meet, or a means devised for surmounting them.

APPRECIATION OF CO-OPERATION.

One idea that must be thoroughly appreciated by exporters is the necessity for cordial co-operation and mutual self-help amongst themselves. There should be no room for petty jealousy. Some manufacturers may cherish the fallacy that to gain a name at the expense of their brother manufacturers in the Dominion is beneficial to themselves. It would be, perhaps, if Canada were supplying the world, but her trade at the present day in comparison with that of some countries is only a trifle, her foreign trade is yet in its infancy; it has still to make its name. Therefore, it is the bounden duty of every manufacturer to assist his fellows. There is hardly a market in the world in which Canadian exporters are crowding one another, consequently anything one manufacturer may do to assist another is much more likely to affect adversely the business of a competitor of another nation than one of his own.

The words 'Produce of Canada' stamped upon an article should be a recommendation in any part of the world, and it is the obligation of every intelligent manufacturer to prevent, by all means at his disposal, the shipping of merchandise from the Dominion, which will in any way militate against the reputation of the producers, taken as a whole. In this initial stage of Canadian foreign commerce, one unscrupulous exporter can do more harm than can be remedied by a dozen conscientious men.

SUGGESTIONS TOWARDS ATTAINING SUCCESS.

A few months ago, some seven suggestions for the guidance of those Canadian exporters desiring to build up a satisfactory trade with the Union, were printed on slips of paper and inclosed with letters to correspondents. Although doubtless many have already seen them, they are inserted below for the perusal of those who have not, or who may have forgotten them. From all indications, they would appear to have had but small effect. And this introduces a side issue, that the value of a Trade Commissioner Service will depend upon the extent to which the advice of its foreign representatives is followed.

If Canadian exporters would follow the suggestions contained in this special report and in the many reports sent in by Trade Commissioners, it would be worth thousands of dollars a year to them. The benefits would accrue, not in the distant

future, but at once, just as soon as the improvement in methods was put into practice, by those who require to revise their system. The attention of readers is drawn to the section on paints, in which the methods of a United States firm are reviewed.

Canadian manufacturers have the necessary ability and energy, yet there seems to be a quality lacking in the majority that prevents them from attaining high success in the export trade. Of course there are a number of exceptions to this rule, but these stand out prominently, which is unfortunate.

TO CANADIAN FIRMS SEEKING TRADE IN SOUTH AFRICA.

If the following hints be noted and followed, it will facilitate your business:—

1. When communicating with South African importers be sure to send catalogues, price lists and export discount rates, in fact the very fullest information possible.

2. One particularly necessary point to observe is, that all quotations should be c.i.f. to South African ports, and in sterling whenever possible, or at the very least f.o.b. price seaboard, and should show the shipping weight of each unit of weight by which the article is usually sold, and also the shipping rate by the Canada-Cape steamers.

3. There is a duty on all catalogues of over 8 ounces gross weight coming into the South African Customs Union of 2d. per lb. or 25 per cent ad valorem, whichever is the greater. This can be paid in advance by affixing South African postage stamps, obtainable from the Agents General for the various colonies in London; or by remitting the amount by money order to the Postmaster General of the colony to which the catalogues are addressed. Remittances should be despatched not later than by the same mail taking the consignments they are intended to cover. Each packet should bear the following words: 'Posted by .... Duty sent by Postmaster General................ (Colony).'

4. Impress upon your correspondents your keen desire to work up a South African connection, and your determination only to send a class of goods adapted to local requirements, and exactly up to specification.

5. Remember that South African letters and the answers thereto take two months in transit, consequently replies should not be unnecessarily delayed.

6. Do not forget that you have in this market to compete against English, United States and continental firms, who have been in the export trade for years, and who through their agents here, and by their excellent methods and systems, make business easy and pleasant.

7. It would be advisable when answering South African trade inquiries to communicate at the same time with the office of the Canadian Trade Commissioner at Durban or Cape Town, inclosing catalogues, price lists and discount rates, so that local firms may be called upon, or a letter addressed to them requesting their careful attention.

ELABORATION OF FOREGOING HINTS.

Though the first suggestion is self-evident, yet it is surprising how few observe it. It is a common occurrence for Canadian exporters to reply to trade inquiries by writing to the firm which sent it asking if they are interested in that particular line, as if so they would be pleased to submit prices, &c. It is almost unbelievable that a business man could be so thoughtless. The trade inquiry surely was sent in with that object. How different an impression would be created at this end if the exporter would first place himself in the position of an importer, and ask himself the kind of information that he would desire an exporter to send to him. Such information is what he should send to his correspondent in South Africa. A letter from his cor-

respondent asking for fuller data should be regarded as a slur upon his business capacity—and so it is. One indignant dealer wrote some time ago to this office, complaining bitterly of Canadian business methods. He said that Canadian exporters wrote as if they lived in the next country, instead of 8,000 miles away, forgetting that a reply to a letter required at least two months. These remarks on the first paragraph apply equally to the second.

The suggestion contained in the fourth paragraph should not be neglected, particularly as Canadians have a reputation for being extremely casual. Some endeavour should be made to overcome this, and a well worded letter can do much.

PROMPT REPLIES AND EXACT INFORMATION.

The fifth paragraph is obvious. Foreign correspondence should have first consideration, and where so long a time as a month is required for the transit of a letter, an effort should be made to reply by return mail. Care should be observed to ensure that the answer contains the exact information required. Letters should be invariably signed or initialled, the former preferred. The custom of merely typing in the name of the firm at the end is a pernicious one and produces a poor impression upon the recipient.

The sixth paragraph is most important. Failure to assimilate the suggestion contained therein will greatly increase the difficulties of working up a satisfactory trade. Courtesy, despised by some, is the oil which helps the wheels of commerce to run smoothly and pleasantly. It costs nothing, is at the command of all, and yet he must be adamantine indeed who would be proof against its penetrating power and emollient qualities.

This topic introduces the question of disputes between exporters and importers with regard to the quality of shipments, payments, &c. Where this occurs in a country containing a Trade Commissioner his aid should be sought, as it is to be hoped that if a fair opinion is obtainable anywhere it will be from him. The decision may be against the importer, or the exporter may refuse to concede himself in error. But if the latter acknowledges himself in the wrong and is willing to make reparation or forward an apology, then let him do that frankly, ungrudingly and immediately, on the principle that he who gives quickly gives twice.

It should be superfluous to add that letters must be neat, but unfortunately the warning is most necessary. Letters ill-written by hand, containing incorrect spelling and clumsy diction, are not uncommon. Unless it is due to hurry, the mailing clerks of some firms do not seem to be aware that it only requires two cents and not five to prepay a letter to South Africa.

VALUE OF EXPORT TRADE.

In the prosperity of the Dominion's domestic trade, one can find a reason for the apathetic attitude adopted by some manufacturers towards foreign trade. There is no doubt that numbers of manufacturers have not sufficient plant to enter this wider field, even if the inclination were present, and others have neither the experience nor the organizing ability to compete in it successfully. But those who possess all the necessary qualifications and conditions for success, and yet refuse or neglect to look beyond the confines of their own country, for an extension of their business, might do well to give this subject serious thought.

The energetic manufacturer may without injury to his domestic trade, cautiously at first, carefully feeling his way, venture out into wider regions to ascertain if the success which has attended so many shall not be his also.

EXAMPLE OF GERMANY.

Germany may be taken as an example of what can be accomplished by determined intelligent efforts. Her widespread success during comparatively recent years

in the markets of the world is not due to spasmodic endeavour, but is the result of dogged, undismayed persistence, backed up by scientific and practical knowledge. Nothing seems to escape the alert observation of the German merchant, nor can anything that might forward his plans be so inconsequent as to be overlooked. His operations are methodically conceived and boldly and skilfully carried out.

For the year 1908, Germany's trade with South Africa amounted to 8·7 per cent of the total imports into the latter country; last year the proportion rose to 9 per cent, whilst for the first six months of the present year, it is given as 10·6 per cent of the total, thus showing a significant if small increase.

There can be no question that some of the powerful German banks afford a tremendous support to many commercial projects. This fact must account in no small measure for the ability of the German exporters to crush competition, as in some cases they undoubtedly do. Whether the system is a sound one is a problem for the economists to solve. It is possible that the linking together so closely of commerce and banking might in the event of acute financial depression overtaking the former, bring not only disaster upon it, but also upon its ally the bank. However in 1902, when there was a depression in Europe, the large German banks came through the crisis most creditably.

This nation is apparently convinced that success is attainable by all who pursue it intelligently, systematically and untiringly, and by the results which have accrued to them these expectations have been amply justified.

COMMISSION HOUSES.

In Weekly Report No. 331 of May 30 last the following extract appeared in a report which was sent in from this office:—

Methods of United States Commission Houses.

In an earlier report, attention was drawn to the important part which the New York commission houses take in the business transacted between Canada, the United States and South Africa. Although these houses profess to buy in the cheapest market, irrespective of locality; it is highly probable that this, although attractive in theory, is not always carried out in practice. The human element cannot be eliminated, consequently it is only natural that New York firms will favour their own countrymen on discretionary orders. In addition, as so many United States manufacturing concerns have their agents in New York, it gives the man on the spot an infinitely better chance of securing the order than the factory in Canada, particularly as it is an open secret that the buyer's 2½ per cent commission is not invariably the sole remuneration received in the deal.

Proposed Establishment of a Canadian Commission House.

One would think that the growing importance of Canada's export trade should justify the establishment of a commission house with its headquarters at Montreal or Toronto, and managed on the same lines as those in New York. The capital should be sufficient to allow of financing those importers at this end who were perfectly sound, but desired accommodation. It should be possible for a comparatively small amount of subscribed capital to start such a concern, further amounts being called upon as the increased business demanded. Such a departure would do much to assist Canadian trade in those countries to which the operations of the firm extended. Speaking for South Africa, the fact of having a Canadian commission house of high standing would add to the prestige of the commerce of the Dominion.

So long as Canadian manufacturers depend upon New York commission houses for foreign orders, so long will they receive the leavings of the United States manufacturers, and tend to confirm the opinion of many local business men that Canadians do not take their export trade seriously. In spite of the fact that the Department of Trade and Commerce is endeavouring to facilitate the efforts of exporters to build up a foreign trade, it is difficult to avoid the conclusion that those are hardly commensurate with the assistance that is rendered. These remarks are written in the hope that they may receive the thoughtful consideration of the exporters of the Dominion, and that they may lead to some action being taken to place Canadian trade upon a more equal basis with that of other countries.

From correspondence received since the publication of this report, it would appear that an erroneous impression has been conveyed to the minds of some of those who read it. The advocacy of a commission house, which would merely do the buying in Canada and sell in South Africa, through a local agent, was never contemplated; such an one, it is submitted, would not adequately fulfil the requirements. Perhaps it would have been more illuminating to have referred to the subject of the report as an international commission house, viz., one prepared to do both importing and an exporting business, one having its headquarters in the Dominion, and with its own branches in those countries, where a profitable return could be hoped for from its operations. As is well known, there are exporting commission houses in Canada doing excellent work, and credit accordingly is due their enterprise; but a commission house doing a reciprocal business between the two countries would tend to the benefit of both.

The idea propounded here, may on first consideration seem visionary, but sooner or later, it must be put into practice, although conceivably in different form, unless of course Canadian exporters set so low a standard on their future foreign trade, as to be content to depend on the New York houses for the fragments left by United States firms.

Earlier reference has been made to the valuable aid which German banks render to German commerce. Whilst the Canadian banking system would doubtless not admit of so radical a departure as to follow the German example, still, it may be that on the guarantee of a sufficient number of reputable manufacturers, enough support might be forthcoming to enable a trial to be made of the scheme outlined above.

FUTURE OF SOUTH AFRICAN TRADE.

Up to about May or June of 1909, South African trade had for several years been passing through a period of severe depression. This was caused by overtrading and by over-speculation, due to an inflated idea of the country's resources and future prospects, the result undoubtedly of the artificial prosperity engendered by the Boer war. Many apparently sound business men were led into error and, apparently incapable of correctly summing up the situation, were carried along on the tide. There were few left unaffected by this wave of misplaced optimism, but thanks to their strength and financial soundness, most of the old established houses weathered the resultant commercial strain. The trouble was anything but retarded, in some instances, by the reckless credit that was given by a number of overseas firms to unsound South African firms. This led to the springing up of numerous mushroom concerns that simply battened on the times. As always occurs, when the pendulum swung these were the first to go, and their downfall, throwing as it did an immense amount of bankrupt stock upon the market, not only weakened confidence, but dislocated legitimate business.

Although for a considerable time previously, financiers had been predicting that 'the corner has at last been turned,' about the middle of last year, the 'corner' was actually negotiated, and a more cheerful tone commenced to prevail. That this state-

ment is correct, close perusal of the trade figures for the last four years should conclusively prove. It is further substantiated by the enhanced earning powers of the railways during the past twelve months. The future looks bright; the mining industry seems flourishing; agriculture in all its branches is advancing rapidly, owing to the adoption of improved methods, and the splendid assistance accorded by the government; and it is hoped that other industries indigenous to the country will be promoted. The consummation of Union has brought about a feeling of security that was formerly lacking, so that the signs are favourable for an era of reasonable prosperity.

A long number of years must elapse before South Africa can become a manufacturing country in the full sense of the word, if ever. Looking at it from this point of view, and including with the Union the neighbouring Crown colonies of Britain, Portugal, Germany and Belgium, the possibilities for Canadian trade in South Africa are highly encouraging. Another source from which future business may be expected is that provided by the vast native population. As the Kaffir becomes civilized, or partly so, he assimilates the wants of Europeans to a certain extent. At present this inclines principally to food and clothes, although a few natives, especially in the Orange Free State and Cape Colony, buy a little of the cheaper kind of furniture. But their wants continuing to broaden will add to the value of this market.

DISCRIMINATION IN CHOOSING AGENTS.

The greatest care should be shown in appointing agents, not so much from fear of financial weakness, as that they may not be in a position to handle the trade to the fullest advantage. It is only fair to remark that most of the firms in this country resolutely decline to accept an agency where they cannot perceive a reasonable chance of success, but it may occur that one will occasionally fall into the hands of people who have not the essential facilities for selling the goods placed in their hands. In dealing with this matter discrimination should be shown. There are three points to consider:—First, the article; second, the class of consumer for which it is intended; third, the class of customer with whom the prospective agent is connected and the kind of business he is accustomed to conducting. A firm selling hardware exclusively would not be a suitable one to handle flour. In selecting or securing agents, the services of this office are at the disposal of any Canadian exporter, and although mistakes may occur, they are less liable to a man on the spot than to one situated 8,000 miles away.

WHOLESALE FIRMS SUITABLE AGENTS.

For some commodities the most suitable agent would be a reliable, strong, progressive wholesale firm, or one confining itself exclusively to a definite line. But for others, the best results would be attainable through the services of an energetic and respectable manufacturer's agent. In some cases the latter may require a guarantee for a certain or an indefinite period, especially where an article is unknown and a demand has to be created. This is not unreasonable, and if the prospects justify it and the right man is obtainable, it should not be refused. It costs money to come into a new territory and compete against well established brands. Those who are unable or unwilling to do this should leave the field for more enterprising and aggressive exporters.

There would appear to be a fear in the minds of some manufacturers that the handling of their business by a manufacturer's agent entails a credit business. But this is quite erroneous. The part of the agent can be confined to keeping the goods of his principals before the attention of the buyers and confirming orders. But the actual orders themselves can go through one of the commission houses in the ordinary way. No risk is attached to this, as the agent's commission is only paid on the completion of the deal. Payment by sight or by time draft would be a matter of arrangement between the principal and his representative. Both systems are open to the

exporter. It is highly desirable that an overseas firm should have some one in the country who will make it his duty constantly to care for and advance their interests.

No agency should be given to a firm unable to handle the trade itself. The aim should be to prevent sub-agencies, the fewer dealings between manufacturers and consumers the better. This applies not only to ordinary mercantile firms but to commission houses.

COMMERCIAL TRAVELLERS.

In earlier reports, exporters have more than once been urged to send representatives to this market in order to study its conditions and establish South African connections. Only reliable, tactful men of good address and appearance should be entrusted with this duty, for on the impression which they make on local business people their firms will be judged. Young men and those with unformed characters should not be sent. The temptations which beset them are constant and manifold, and many a one has succumbed on foreign work, who might have resisted if he had remained nearer home.

Where one firm alone does not feel inclined to undertake the expense of sending a man, it might be practicable to combine with some manufacturing friends, and thus greatly lighten the burden. The number of lines which a traveller could handle would depend upon his versatility and power of assimilating the selling points of each, and also upon the samples which he would be required to carry. To take one instance as an example: it would be a simple matter for one man to represent (1) a manufacturer of boots and shoes; (2) a tanner; (3) a manufacturer of belting, or perhaps the last could be split up amongst three (a) balata, (b) leather, (c) rubber.

HASTE TO BE AVOIDED.

One of the mistakes sometimes made by United States travellers is their desire to 'hustle' too much. Some of the smartest salesmen have lost orders through their endeavours to rush business, thus arousing, perhaps, a strange antagonism. Merchants here go much slower than is the custom in Canada; too much aggressiveness is apt to produce an effect contrary to that desired. This may seem extraordinary to Canadians, but it as well to recognize it and be prepared to go quietly at first until a grip of the country has been obtained.

Another blunder to be avoided is that of hurry in appointing agents. Any action that is taken should be definite and to the point. But when once appointed, agents should be staunchly supported, and as presumably the selection will have been a judicious one, due and courteous attention should be paid to their complaints and suggestions. Canadian exporters must not let immediate business weigh too heavily with them; they should aim to build up in South Africa a substantial and steadily increasing trade, and an honourable name. The merchants of this country are intensely conservative, and their inclination is to deal with those who give greatest satisfaction.

INFORMATION ALWAYS AVAILABLE.

A commercial traveller should come out primed with every detail of his business, and with all data that will enable him to answer every reasonable question. He must be able to give quotations in sterling, f.o.b. steamer Montreal and St. John and New York, c.i.f. South African ports, or even landed-into-store prices at these ports if desired. A man so well informed cannot fail, if he be of the right stamp, to create a favourable impression.

CALENDARS TO BE SENT IN NOVEMBER.

Handsome and useful calendars form an excellent means of reminding importers at this end of the existence of particular Canadian firms. It is therefore suggested that about the end of November—not the end of the year—these be despatched to all South African correspondents.

BUSINESS WITH LARGER FIRMS ONLY.

It is also strongly recommended that business dealings be confined to the wholesale and only the very large retail establishments. This is not put forth as a hard and fast rule, but as a guiding principle, that if followed, will make for safety. Whilst tempting business may have to be passed, it is highly probable that the appreciation of such methods by the wholesalers should be sufficient to offset this. One can venture to say, that most of the overseas money lost through trading with South Africa has been due to a neglect of this principle. Of course in some cases it is impossible to adhere rigidly to this rule, but divergent cases should be considered carefully on their merits.

Commercial travellers are warned against the practice sometimes indulged in by United States representatives of 'filling up' wholesalers, and then continuing to sell to the latter's customers. It is one that never fails to arouse intense ill-feeling, and should be strictly avoided by a firm looking at the future.

FREE PASSAGE FOR TRAVELLERS AND SAMPLES.

Exporters are reminded that the Elder Dempster Steamship Company has kindly offered to carry Canadian commercial travellers and their samples to South Africa free of charge. Whilst doubtless this also applies to the return trip, it is unfortunately but seldom that steamers return from here to Canada, owing to lack of cargo offering.

CLIMATE NOT UNFAVOURABLE.

South Africa is looked upon by many as a continuously hot country, just as the Dominion is supposed to be always cold. The coast towns are rather warm in the summer, particularly Durban, but not at all unbearably so. They are never very cold in the winter although at times the weather is raw. The hinterland has a delightful climate, dry and bracing. In the winter, whilst the days may be warm, the nights are often extremely cold or comparatively so, and even in the summer these may be chilly. The altitude of the hinterland ranges from 3,000 to 6,000 feet above the sea level.

COMMERCIAL TRAVELLERS' LICENSE.

The cost of a license for a commercial traveller differs greatly in the various provinces, as will be observed. In Cape Colony the amount demanded seems unduly high.

It is to be hoped that under union, these fees may be made to approximate more nearly to one another, and that the levelling may be down and not up.

Cape Colony—			
Agency for one firm—			
Yearly	£50	0	0
Half yearly	25	0	0
For each additional firm represented by him (not to exceed in all £50 additional). (If domiciled in the colony half the above rates)	5	0	0
Natal—			
Commercial travellers' license	10	0	0
Transvaal—			
Yearly	10	0	0
Half yearly	6	0	0
Orange Free State—			
Quarterly	5	0	0

COMMERCIAL TRAVELLERS' LUGGAGE AND SAMPLES.

The following regulations apply to excess luggage over the South African railways:—

Commercial travellers are allowed 300 lbs. weight of free luggage first class, and 200 lbs. weight of free luggage second class, and excess weight up to a maximum of 1,200 lbs. first class and 1,300 lbs. second class, at half parcel rate, on production of:—

1. Their commercial traveller's license in the case of the Natal Government railways, and
2. Concession orders signed by the District Traffic Managers in the case of the Cape Government railways, or by a District Transportation Officer in the case of the Central South African railways.

Their luggage must consist of their personal luggage, or samples intended solely for display and not for selling purposes.

The maximum amount of luggage, including samples and free quantity, which a commercial traveller may have transported by passenger or mixed train, is 1,500 lbs.

In the case of commercial travellers carrying bicycles or typewriters as samples only two are allowed as luggage.

Concession orders issued by one administration are available over the lines of another administration in one direction, and for one journey only, to enable commercial travellers to obtain a concession order available on the lines over which they are travelling.

LUGGAGE BOOKED ACCORDING TO TICKET.

Provided the owner produces his railway ticket, the luggage may be booked through to the station to which such ticket is available, and will be charged according to the total mileage it is transported (in one direction) including the distance connected with journeys to and from stations, on branch lines, subject to separate charges being levied in respect of journeys on branch lines, over which special rates and regulations operate. In the case of return tickets the luggage will be re-booked on the backward journey, and charged in terms of the foregoing.

Commercial travellers will be allowed to take their luggage away at stations where they break their journey upon delivery of the luggage receipt to the station master. When proceeding to a further station with luggage, their luggage receipts will be returned to them after having been duly endorsed.

By availing himself of the privileges contained in this regulation the commercial traveller is understood to agree that the administrations do not accept responsibility for loss of trade or business or market, or for any expenses incurred in consequence of delay, damage or loss of travellers' samples or baggage. If a commercial traveller desires to avail himself of the statutory liability of the administration in respect of registered luggage, he must pay full rate on registration.

RATES FOR EXCESS LUGGAGE.

Rates for excess luggage for through traffic over the Cape Government railways, and the Rhodesian railways, Central South African railways, and the Natal Government railways.

CAPE GOVT. RAILWAYS & RHODESIAN RAILWAYS.

Mileage.	50 lbs.	100 lbs.	200 lbs.	300 lbs.	400 lbs.	500 lbs.
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
76–100	2 9	4 3	8 0	11 3	14 9	18 6
101–150	3 3	5 9	11 0	16 3	21 0	26 3
201–300	6 0	10 0	19 9	30 6	39 0	49 0
500–600	9 6	15 6	27 9	39 9	52 3	64 6
701–800	12 0	19 6	35 3	49 6	65 3	80 3
900–1,000	12 9	21 0	38 3	54 0	71 3	87 9

CENTRAL SOUTH AFRICAN RAILWAYS.

76–100	2 6	3 9	7 3	10 9	14 0	17 0
101–150	3 3	5 6	10 6	15 6	20 0	24 6
201–300	6 0	9 6	18 9	27 3	32 6	43 3
501–600	9 3	14 0	27 6	40 3	52 0	63 6
701–800	10 6	15 9	30 0	43 6	56 0	68 0
901–1,000	12 0	18 0	34 0	48 6	62 0	74 0

NATAL GOVERNMENT RAILWAYS.

76–100	2 0	3 0	6 0	9 0	12 0	15 0
101–150	3 0	4 0	8 0	12 0	16 0	20 0
201–300	4 0	5 6	11 0	16 6	22 0	27 6
301–350	6 0	9 6	19 0	28 6	38 0	47 6

If a greater amount than 500 lbs. of excess luggage is carried, the rate for this is calculated from that charged for 500 lbs.

UNIFORM RATES AND REGULATIONS LATER.

Under union, the Cape Government, Central South African and the Natal Government railways have been amalgamated under one administration, but for the present the three divisions operate as before. Hence it is necessary to quote the rates of each where the excess luggage is concerned. With the through passenger fares this is unnecessary, as they are already worked out. Later on the rates and regulations will be made uniform.

Railway travelling whilst not so luxurious as in Canada, is fairly comfortable, and is very creditable considering the sparsely settled nature of the country. Berths are always obtainable, and dining cars serving comfortable meals are attached to most of the through trains. Commercial travellers should on no account fail to bring the certificate of their association with them.

HOTEL TARIFFS.

Rates at the various hotels throughout South Africa range from 15s. per day to 17s., with the average per week at about £3 3s. All such information can be supplied from this office.

RAILWAY FARES.

From	To	Distance.	1st S.		1st Rtn.	
		Miles.	s.	d.	s.	d.
Cape Town	De Aar	501	77	3	135	2
"	Kimberley	647	95	10	167	9
"	Bulawayo	1,362	225	10	424	1
"	Salisbury	1,663	293	6	559	5
"	Victoria Falls	1,642	295	10	564	1
"	Pt. Elizabeth	839	117	6	205	8
"	East London	887	122	6	214	5
"	Bloemfontein	750	107	10	188	9
"	Johannesburg via Bloemfontein	1,012	134	5	235	3
"	Johannesburg via Kimberley	956	129	3	226	2
"	Durban	1,253	153	11	269	4
Port Elizabeth	Bloemfontein	450	70	4	123	1
"	Kimberley	485	75	1	131	5
East London	Bloemfontein	402	63	7	111	3
"	Kimberley	533	81	6	142	8
Bloemfontein	Johannesburg	263	43	2	75	7
"	Durban	503	77	6	135	8
"	Kimberley	105	17	6	30	8
Johannesburg	Kimberley	309	50	1	87	8
"	Pretoria	45	6	0	10	0
"	Lourenco Marques	394	66	1	114	8
"	Pietermaritzburg	411	64	11	113	7
"	Durban	482	74	8	130	8

COAST STEAMSHIP FARES.

	s.	d.
Durban to East London (single)	63	0
East London to Port Elizabeth (single)	42	0
Port Elizabeth to Cape Town (single)	105	0

STEAMSHIP FARES.

Southampton to Cape Town, Union Castle Company, per mail steamer.. £35 0 0
Per intermediate from London or Southampton to Capetown, from.. .. 27 0 0

Return fare equal to double first, less 10 per cent.

In addition to the Union Castle Steamship Company there are other lines which carry passengers at lower rates, but they are not so fast or comfortable.

ADVERTISING EXTENSIVELY PRACTISED.

Canadian exporters should give very careful attention to the subject of advertising. This is a country in which it is extensively practised, and undoubtedly not without beneficial effects.

It also has the virtue, if systematically and aggressively undertaken, of attracting the support of the merchants, since naturally they are anxious to handle those

commodities which are in popular demand. To avoid expense, careful discrimination must be exercised; but any or all of the several advertising agencies would doubtless gladly submit to an inquirer a limited or extensive scheme, according to the sum he desires to expend and the class of consumer he may wish to interest.

COST OF NEWSPAPER INSERTIONS.

One agency, upon request, has submitted two alternative schemes for newspaper advertising and two for bill posting. Of the former method, the more ambitious of the two consists of four-inch double column advertisements in some of the leading daily and weekly newspapers published in Cape Colony, the Transvaal, Natal, the Orange River Colony and Rhodesia, and ranging from one to three advertisements per week, or 2,860 insertions in all, at a total cost for a year of £900. A cheaper one to cover all the principal centres, and consisting of a weekly insertion in 18 papers, with three-inch double colums, would cost £285 for one year.

BILL POSTING SCHEMES.

A bill posting scheme to cover seven of the principal towns with 16-sheet and 8-sheet American paper, 85 of the former, and 115 of the latter in all, would cost £87 10s. An alternative scheme to cover the same number of towns, but with a lesser number of posters, or a total of 40 16-sheet and 75 8-sheet, works out at £47 10s. Other modes of reaching the eye of the consumers are found in placing posters on the railway station boardings, large cards in the street railway cars, house to house distribution of handbills, despatching circulars through the post, &c.

ESTABLISHED BRANDS IN FAVOUR.

Certain well known brands are almost household words, and other lines are equally well known amongst those who use them. As a consequence it is difficult to introduce new wares to compete with well known makes. Although the former may be perfectly reliable, they are unfamiliar to the average consumer. There can be little question that advertising, whilst it rivets attention, also in no small degree inspires a certain confidence in the purchaser. It is a natural conclusion of the man in the street that a manufacturer would hesitate to spend money in this way unless he hoped to recoup himself by the future sales, which could only be accomplished by selling a good article and maintaining the quality of his output. South Africa is conservative—how much so only those who have lived in it can realize. This reacts both ways, for while it is difficult to wean the people from the use of an article which has won their confidence, and whose name constantly meets their eye on the boardings and in newspapers and journals, that confidence if once gained is a very valuable asset.

These remarks, whilst written in a general sense, apply chiefly perhaps to articles enjoying more or less general consumption. There are some with which it would not pay to go beyond certain journals. For instance, to reach the mine merchants and buyers, the pages of the *Mining Journal* would be the best, and probably the only profitable medium; to interest the farmers, the various excellent agricultural journals, and so on. Again, there are classes of goods that can only be sold through the assistance of energetic, aggressive and reliable agents, who would require nothing more than well prepared literature to aid them.

BUSINESS MUST WARRANT ENTERPRISE.

Before embarking upon an advertising campaign, the manufacturer should first satisfy himself that the prospective business warrants it; that he is in as favourable

a position to compete as any of those at present engaged in it; and having carefully considered the above two aspects of the question, he should then make very certain that he is in earnest, and go after the trade resolved to win. The services of this office are available to any Canadian exporter who may desire to engage in an advertising campaign. Schemes commensurate with the amount to be expended can be obtained from two or three of the large agencies and submitted, together with any remarks from the Trade Commissioner, whose intimate personal knowledge of the country might be of assistance.

ADVERTISING THROUGH AGRICULTURAL SHOWS.

Another system of advertising, the medium of which is provided by agricultural shows, is peculiarly adapted to certain articles. This method should be of special interest to manufacturers of agricultural, irrigation and dairy machinery and implements, carriages, wagons, motor cars, harness and saddlery, furniture, organs, flour, cereal foods, baking powder, canned goods and all commodities which interest the general public, particularly the farming community. Indeed so far as the latter are concerned, it is quite one of the best means of arousing their attention. The principal shows held in the country are those of Rosebank and Port Elizabeth, Cape Colony; Bloemfontein, Orange Free State; Johannesburg and Pretoria, Transvaal; Durban and Pietermaritzburg, Natal. Of these Pretoria and Pietermaritzburg are the least important. Rosebank is generally held in February, and the others in March and April, except Durban, which is held in July, when there are large crowds of up-country people down for a holiday at the sea. To make a really effective display, much the best plan would be for a number of manufacturers to combine, and make a joint exhibit. This would require the services of one or two intelligent and reliable men for about ten weeks. Kaffir labour could be hired temporarily at each town. After the Johannesburg show in April, the goods might be packed up and sent to Durban, to be stored until the local show was held, when temporary assistance could be obtained.

In addition to the cost of labour, there would also be entrance fees at the shows, cost of transportation of exhibits and men in charge, and some sundries. The railways give special rates for exhibits.

If any manufacturers should desire to take advantage of these shows, the services of this office are at the disposal of any one desiring information. In fact, if the suggestion put forward above were seriously considered, and sufficient data were furnished to include class and number of exhibits, floor space required, number of packages, with their cubic contents and gross weight with cases, a comprehensive scheme to include scope, cost, &c., would be prepared and forwarded with as little delay as possible.

It is most earnestly hoped that this idea will receive consideration, as it merits close attention. A purely Canadian exhibit at the leading shows would undoubtedly create a great amount of interest, and would do much to bring Canadian products in a prominent manner to the public notice.

SYSTEMATIC ADVERTISING BY CIRCULARS.

There is also the advertising done by means of circulars, photographs, &c. But unless this is undertaken systematically and regularly maintained, it has little effect. On the other hand, well written, forceful letters, which do not ask if the reader be interested, but assume that he is, furnish him in the first instance with full information, such as f.o.b. seaboard or c.i.f. prices, shipping weights, shipping rates, discounts, &c. These letters are useful and may arouse immediate attention; in any case they create a favourable impression.

But it does not do to stop at one letter; a series should follow, providing, of course, that the exporter has first assured himself that the commodity he has to sell is one that is in demand, and that his prices are low enough to allow him to compete.

Advertising means spending money. Canadian exporters must make up their minds to the fact that in these days of competition no market can be carried without some effort.

INFORMATION CONTAINED IN CATALOGUES.

The question of sending catalogues and price lists to South Africa is one that requires most careful attention if these valuable adjuncts to trade are to become useful agents in securing orders. It will have been noted in a previous page that there is a duty on catalogues, which can be prepaid by the exporter. Failure to observe this regulation will result in the confiscation of the book, unless the importer is willing to pay the necessary sum.

The paper wrappings enveloping some catalogues are much too flimsy. They should be of strong material to withstand the knocking about, inseparable from the numerous transhipments that occur in an 8,000-mile journey.

It is strongly recommended that the prices in the catalogues be reduced from decimal currency to sterling, calculated at the established par of exchange, viz., $4.86⅔. This may involve a little trouble, but that is only what exporters must expect. It is one of the details that must not be neglected. It is certainly not the function of the local importers to bother about currency. The German and many United States firms do it, therefore Canada cannot do better than follow.

Exporting firms should send several catalogues and price lists to be kept for reference in this office.

TRADE MARKS AND PATENTS.

Canadian manufacturers who are looking forward to continuous trade with South Africa should consider the question of registering trade marks locally.

A Durban solicitor has stated that it would not be necessary to register a trade mark in all the South African provinces, as sufficient protection would be afforded by doing so in one of them. He gives the following as the approximate cost of registration in the respective provinces:—

Natal	£ 9	0	0
Orange Free State	11	11	0
Transvaal	12	10	0
Cape Colony	11	11	0

The expense is slightly increased if the mark is to be applied to more than one class of goods, the cost being about £1 for each additional class. It is highly probable that when times permits, the Union parliament will take up this question of trade marks and patents, and doubtless an effort will be made to co-ordinate the various laws at present existing in the different provinces.

By application to this office, the name of one or more reliable solicitors can be obtained, or if the cash be remitted, the matter can be placed in hand without loss of time.

TERMS OF CREDIT.

The usual terms of credit prevailing here are cash in 30 days, 60 days, 90 days and 120 days. These different usances are determined by the class of goods sold, all produce, *i.e.*, the growth of the country, such as wool, maize, sugar, &c., being sold for prompt cash. Rough goods, such as coffee, flour, &c., are generally sold from 30 to 60 days. Hardware and similar class of goods are sold from 60 to 90 days. Fine goods are sold at from 90 to 120 days' credit.

With regard to the usance at which shippers in British and foreign countries draw on importers here, the terms are sometimes cash where there has been no connection before, but where credits are arranged and a connection established, usance drafts are generally drawn at 30 to 60 days.

PROPORTION OF CASH, SHORT CREDIT AND LONG CREDIT BUSINESS.

The present tendency is perhaps toward the lengthening rather than the shortening of credit. Some time ago when business was greatly depressed, the tendency was towards short terms, but now that the commerce of the country has vastly improved, a more healthy state of affairs has come about. The natural tendency is towards extension of credit.

The only reporting house of standing here is R. G. Dun & Co., which has been established for some time. It is chiefly depended upon by South African firms for reports, being careful and reliable.

PACKING AND MARKING.

The subject of packing is most important and should be carefully studied. There is little doubt that this has greatly improved in recent years, and the difference now is not between the worst, but between the best. In this market the United States have the highest reputation. It is stated that they give much attention to packing and to marking, but there is little complaint with regard to either Germany or the United Kingdom.

STRONGLY CASED BUT NO EXTRA WEIGHT.

The aim should be to send out goods strongly cased, and yet there should not be a spare pound of weight nor a spare cubic foot of space. Railway charges in this country are high, consequently extra weight adds to the cost of the goods. The interests of the importer must be considered, and this can only be done by the exporter realizing that the former has to pay for any unnecessary measurement. Casing intended for this market should perhaps be a little bit heavier than that consigned to Europe, as owing to the native labour employed it is apt, on its arrival, to receive in some cases ill-usage, and particularly where it is consigned to inland points for carriage over the South African railways.

When small, heavy goods such as files, hammers, &c., are being shipped, the example of a United States firm might with advantage be followed. Every shipper knows that the strain on a packing case comes on the ends, and where the contents are composed of small, heavy ware, there is a great danger that with rough handling the box may arrive at its destination in a broken or damaged condition. To obviate this, the company referred to puts double ends in their boxes, and arrange these so that the grain of the wood in the two pieces runs in an opposite direction. Whilst other firms may follow this practice, it has been stated to the writer that it is absolutely unknown amongst British exporters. It is one that is warmly commended for adoption by Canadian shippers.

PACKAGES PLAINLY MARKED.

Packages should be marked plainly, and on one side only. On large packages, the stencilling should be clear and bold. It is also desirable that full particulars with regard to the contents should be stencilled on one end of the box, as this facilitates handling when the goods are stored away in the warehouse. Packages in all cases should be clearly numbered, which numbers should correspond with those inserted in the invoices and bills of lading. This marking must be clear and any confusion such

as that arising between a '3' and an '8' should be avoided. Strict compliance with this suggestion would save a great deal of irritation on the arrival of the goods here. Very careful attention should be paid to the wishes of the consignees with regard to marking, especially where it applies to the particular mark which they wish placed upon the packages.

LABELS NEAT AND LEGIBLE.

Where goods are done up in small boxes that are intended to be placed upon the shelves of retail stores, great care should be taken that these be neat, and clearly labelled. The best storekeepers take an interest in their shelves, and desire them to have a pleasing appearance. Naturally this can be greatly assisted by the style of boxes in which goods are inclosed. The label should be put on in such a way that when the box is opened it will not be destroyed or defaced. As these small boxes are constantly meeting the eye, they serve as a reminder of the exporter from whom they are received. If they are really attractive, it will create in the minds of the merchants a most favourable impression.

DOCUMENTS.

Below will be found a copy of an invoice sent by one of the leading New York commission houses to a firm in this country. As there have been some complaints with regard to the manner in which Canadian shipping documents are prepared, this is put in as a pattern, and it is commended to Canadian manufacturers for careful study.

No. 121,245.

Invoices of Merchandise Shipped.

By John Jones and Company, of New York, on board the ss. *Black Prince,* from New York, bound for Port Natal, for order account and risk of Messrs. Black & Co., of Durban, Natal. Consigned to............order.

10 packages marked B. & F., Durban, C. Checked by......L........

				£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.
980–4.	2 Cases.	Mch. 11, 1910. The Hickory Wood Co.													
		ea. 280 lbs. Gro. 240 lbs Net.													
		24 doz. Straight T. Spade Handles with iron strap over T. No. 1.	@ 12*s.* 6*d.* doz..........				15	0	0						
			50–10–2%.........				8	7	8	6	12	4			
		Crating..........											0	7	0
		Cartage..........											0	2	11
		April 23, 1910. Jones Mfg. Co.													
985.	1 Case.	270 lbs. Gro. 196 lbs. Net.													
		3 Full Mounted Screw Plates No. 228 Whit	@ 110*s.* 5*d.* ea..........				16	11	3						
		179021 –2													
		2 Green River Screw Plates No. 115 Whit	@ 141*s.* 8*d.*				14	3	4						
		179019—20													
							30	14	7						
			40 –10%..........				14	2	9						
			15*s.*—17*s.* $8\frac{1}{2}$*d.*..........				16	11	10						
		3 Full Mounted Stocks and Dies each $\frac{7}{8}$, 1″..........		4	18	2									
		3 Lightning Die Plates, each $\frac{1}{4}$, 4*s.* 2*d.*; $\frac{1}{2}$, 6*s.* 3*d.*; $\frac{3}{4}$, 8*s.* 4*d.*..........		2	16	3									
			$\frac{7}{8}$, 10*s.* 5*d.*	1	11	3									
				9	5	8									
			40%	3	14	3	5	11	5						
		3 Lightning Pipe Taps, each	$\frac{1}{4}$, 5*s.* $2\frac{1}{2}$*d.*; $\frac{3}{8}$, 6*s.* 3*d.*; $\frac{1}{2}$, 7*s.* $9\frac{1}{2}$*d.*	2	17	9									
			80–10–5%	2	7	10	0	9	11						
							22	13	2						
			2%..........				0	9	1	22	4	1			
		Cartage..........											0	2	9
		Smith & Co.													
990.	1 Case.	3 lbs. Gro. $2\frac{3}{4}$ lbs. Net.													
		6 doz. Adamant Guides, No. 6	@ 10*s.* 0*d.*	3	0	0									
		3 " " No. 5	@ 10*s.* 0*d.*	1	10	0									
				4	10	0									
			45–10%	2	5	8	2	4	7						

		½ doz. Raised Agate Guides, each 10, 62s. 6d.; 11, 46s. 10½d.; 12, 46s. 10½d.		3 18 2			
			40–10%	1 15 11			
					2 2 3		
		¼ doz. Frog Spears, each, 30, 8s. 4d.; 40, 10s. 5d.		0 4 8			
			50–10%	0 2 6			
					0 2 2		
					4 9 0		
			2%		0 1 9		
						4 7 3	
		Cartage					0 1 6
		April 30, 1910. Robinson & Co.					
996.	1 Case.	73 lbs. Gro. 58 lbs. Net.					
		3 doz. No. 042 Latches	@ 116s. 8d. doz.		17 10 0		
		12 " No. 8 Blanks	@ 7s. 8½d. "		4 12 6		
					22 2 6		
			60–15–2%		14 15 0		
						7 7 6	
994.	1 Case.	Drill & Co.					
		58 lbs. Gro. 41 lbs. Net					
		¼ doz. Breast Drills, each, 12, 125s. 0d.; 19, 87s. 6d.			2 13 2		
			20–10–10–2%		0 19 5		
						1 13 9	
		Cartage					0 1 6
		May 14, 1910. Miller & Co.					
985.	1 Case.	150 lbs. Gro. 125 lbs. Net.					
		40 ¼ Galls. N. J. Green Copper Paint	10 gals. @ 7s. 8½d.		3 17 1		
			2%		0 1 6		
						3 15 7	
		Messrs. Brown & Co.					
996.	1 Case.	May 14, 1910.					
		117 Lbs. Gro. 97 lbs. Net.					
		16 doz. Size 15 Sapolin Varnish Stain	@ 4s. 7d.		3 13 4		
		4 doz. each 71–72–77–78	5–2%		0 5 0		
						3 8 4	
		Messrs. Plant & Co					
1000.	1 Case.	May 14, 1910.					
		123 lbs. Gro. 94 lbs. Net.					
		6 No. 4 Planes	@ 5s. 3½d.		1 11 9		
		2 No. 45 "	@ 20s. 7½d.		2 1 3		
		2 No. 55 "	@ 41s. 0½d.		4 2 1		
		¼ doz. No. 104–12″ Levels	@ 14s. 4½d.		0 3 7		
		¼ " No. 00–18 "	@ 16s. 10½d.		0 4 3		
		¼ " No. 00–24 "	@ 16s. 10½d.		0 4 2		
						8 7 1	
		Cartage					0 1 6
						57 15 11	0 17 2

CHARGES.

	£	s.	d.	£	s.	d.	£	s.	d.	£	s.	d.
Cartage, &c., as per Invoice				0	17	2						
Ins. with New York Ins. Co., on £70, @ $\frac{5}{8}$%				0	8	9						
							1	5	11			
							59	1	10			
Commission, $2\frac{1}{2}$%							1	9	6			
Freight prepaid to Port Natal							2	1	3			
Commission, 1%							0	0	5			
Postage							0	3	7			
							62	16	7			

E. & O. E.

June 29, 1910. £62 16 7 @ \$4.80 = \$301.60

\$301.60 @ $4.87\frac{1}{2}$ = £61 17 4.

Attached to this invoice there are separate accounts from each of the firms whose names appear on the invoice; in fact the whole thing was most business like and clear in every detail. This is an exact replica of the invoice in question, only the names of the firms have been changed.

PRODUCE OF CANADA.

Assuming that Canadian manufacturers are determined to make a name for themselves in the markets of the world as to the excellence of their products, it is recommended that 'Produce of Canada' be stamped upon all goods and packages, whenever practicable. It attracts attention. A high reputation gained for one article made in the Dominion will, under this plan, help to sell another. It is part of the scheme of mutual co-operation.

AMALGAMATION OF CHIEF RAILWAY LINES.

Until the consummation of union, there were five railway systems in South Africa, viz., Cape Government, Natal Government, Central South African, owned by the governments of the Transvaal and Orange River Colony, the Beira and Mashonaland railways and Rhodesian railways (Northern Extension) operating in Rhodesia and Portuguese East Africa, and the Lourenco Marques railway, operating between Delagoa Bay and the border of the Transvaal, where it connects with the Central South African railways.

Under the union, the Cape Government railway, Natal Government railway, Central South African railway systems, and all the harbour administrations of British South Africa were amalgamated under one department, presided over by the Minister of Railways and Harbours. This measure should prove of inestimable benefit in the future, obviating as it will the inevitable friction between the colonies, which was a concomitant to an artificial distribution of traffic between the various ports. This fictitious state of affairs must continue; traffic is not permitted to choose its natural route to the interior, being coerced by means of a regulated schedule of rates. Yet it is necessary on account of the large sums of money which have been sunk in harbour works. That such a state of affairs should ever have been allowed to exist may seem unbusinesslike, but it is the result of early conditions, and in view of these, unavoidable. As the country becomes more thickly populated and the ports receive sufficient business to keep their harbour works and railways fully employed, matters will right themselves, and the present hindrances to traffic will disappear.

SOUTH AFRICAN RAILWAYS.

The South African railways, the name for the united railways, is showing in its weekly returns a substantial increase over last year. The betterment for the week ending July 30 last over the corresponding period of last year is nearly £21,000; that for the week ending August 13 is £39,000; for the week ending August 20, it is £48,000, and for the week ending August 27, £37,798. This condition points very clearly to the presence of prosperity, and read in conjunction with the expanding import statistics, is a palpable indication of a highly satisfactory state of trade.

The South African railways are now administered by a general manager (Mr. W. W. Hoy), who has a railway commission composed of three members to assist and advise him. That the railways are ably managed is shown by the gratifying state of the balance sheets, in spite of reductions in goods and passenger rates, and also by the excellent facilities which are afforded to traffic and travel, in what must as yet be looked upon as a sparsely settled land. The railway administration are in sympathy with Canada's desire to increase her commerce with the union, and one way of showing this has taken the form of granting free passes to Canadian Trade Commissioners over the whole system.

RHODESIAN RAILWAYS.

The Rhodesian railways connect with the South African railways at Vryburg, and extend to Broken Hill, 375 miles beyond the Zambesi river. One can now travel from Cape Town to the Victoria Falls, a distance of 1,642 miles, much of which is Africa or f.o.b. seaboard. Such a condition seems incredible. The schedule of Elder Dempster rates is in this office, and has been supplied to the more important Chambers of Commerce. This office is also in possession of the schedule of railway freight rates.

The extension to the Katanga district of the Congo, brings the hugely rich Katanga copper mines into direct railway communication, and opens up a further avenue to trade.

The Beira and Mashonaland railway connects the Rhodesian railway at Bulawayo with Beira. It is administered with the Rhodesian railway under a joint management, whose headquarters are at Umtali. The balance sheet for the year ending September 30 last showed a substantial advancement over the previous one.

OFFICE INFORMATION.

Judging from letters received, it would appear that some exporters in Canada find a difficulty in obtaining rail and ocean rates to enable them to quote c.i.f. South Africa or f.o.b. seaboard. Such a condition seems incredible. The schedules of Elder Dempster rates is in this office, and has been supplied to the more important Chambers of Commerce. This office is also in possession of the schedule of railway freight rates.

No exporter can consider himself up to date who has not this information on his files, and he should take care to be informed of all changes. It ought to be practicable. As a matter of fact it seems insincere for a manufacturer to plead that he cannot obtain the details required from the transportation companies. It is largely a matter of going after them in an energetic and determined way.

CABLE CODES AND ADDRESSES.

Canadian firms should see to it that their cable address and the codes used by them are invariably printed on their letter heads. This rule is anything but universally observed. The omission has been brought to the attention of this office on more than one occasion.

EFFICACY OF THE PREFERENCE.

During the thirteen years which have elapsed since the inception of the Imperial Fiscal Preference, it has amply demonstrated its value, and has proved that the idea with which it was brought into being, to foster the imperial spirit and to draw the colonies closer to the mother land and to one another—has been fulfilled. The rebate allowed in South Africa is 3 per cent on the ad valorem duty of the majority of the imports. The advantage of this depends upon the price of the commodity, or rather upon the profit in it for the importer. On a line which is much cut, the 3 per cent is a most useful concession, but on one allowing a substantial profit, the benefit is less appreciable.

On wheat the rebate amounts to about 14 per cent, and on flour to 10 per cent. (See South African Customs Tariff.) The latter alone is sufficient to make the preference very desirable in the eyes of Canadians. In its application to this commodity, it has plainly manifested its utility. Four years ago the United States exported to this market hard wheat flour to the value of £190,754, but last year this had fallen to £24,816; whilst the Dominion's trade has during the same period risen from

£125,857 to £223,100. Take again oatmeal; in 1906 the United States sold £18,650 worth of breakfast foods to South Africa, practically all of it being 'Quaker Oats.' This business has now been reduced to a mere trifle, and that probably made up of other breakfast foods than 'Quaker Oats,' the preference having compelled this company to ship from its Canadian factory.

The following extract taken from the market quotations of a well-known New York commission house is interesting:—'Of course as far as practicable we buy Canadian-made duck so that our friends may get the advantage of the preferential tariff.' There is infinitely more in this simple announcement than at first meets the eye, and the thoughtful man will find much in these few words upon which to reflect. And if he be a Canadian, it will bring to him a deep satisfaction.

A number of United States industries with large branches in Canada are utilising these branches, where their parent factories are engaged in export trade, to supply British territories. Yet there are many who do not avail themselves of this distinct advantage. Still without assuming too much, one may predict that in time these latter will be compelled in their own interests to transfer their British trade to the branch across the line. If Canadians will view the preference in its widest aspect, that is in its direct benefit to purely Canadian industries and the powerful inducement which it holds out to United States concerns to locate in the Dominion, they can hardly avoid the conclusion that the Dominion stands to gain much by this measure.

APPENDIX No. 1.

ANALYSIS OF CUSTOMS STATISTICS.

In this section the customs statistics will be reviewed, and the various commodities which are likely to be of interest to Canadian exporters will be taken up seriatim. The names of the countries with the amount of their trade are included, in order that Canadian exporters may learn where to expect the strongest competition. The names of those countries whose trade is unimportant in volume are left out.

That the trend of trade in any particular commodity may be observed, the figures for the past four years are given. This will enable the exporter to appreciate better the future possibilities which each contains. The information set forth is not guaranteed as being perfectly reliable, all that can be said is that every endeavour has been made to have it so; in any case it is the best obtainable.

The appendices 2 and 4 which contain the statistics of imports into British South Africa, including Southern and Northern Rhodesia, should be carefully scanned, as the amounts included in the former are additional to those referred to above. The statistics in appendix 3 which classifies the imports by commodities are not additional to those included in appendix 1, but they are inserted in this form in order that the total figures under each classification may be seen at a glance.

NO ANIMALS FROM CANADA.

Except in sheep there has been practically no importations of stock from Canada. The mules shown would seem to be an error. Through the Agricultural Department of Cape Colony it was ascertained that the mules were intended for the de Beers Diamond Mines, but this firm stated that the arrivals were from the United States but consigned via Canada. It is interesting to note that the de Beers gave it as their

opinion that the North American mule surpassed all others in his efficiency for work.

Owing to the ravages of East Coast fever, the cattle in Natal have greatly suffered in recent years, particularly since the suppression of the Zulu rebellion in 1906. The captured stock was distributed in the colony, and was unfortunately to some extent infected. The disease is now spreading down the coast into Cape Colony, and grave fears are expressed that it will eventually infect the whole country. The campaign to eradicate it does not appear to have been well conducted in Natal, but of course the case is complicated by the number of native stockowners. The inland provinces have taken the most elaborate precautions to exclude the fever from their herds, and it hoped that they may prove effective until the disease can be stamped out in the coast provinces. The outlook from present appearances is none too hopeful.

One effect of this misfortune has been to encourage the importation of mules for draught work, and also to stimulate interest in the question of motor traction for transport and agricultural purposes.

ANIMALS LIVING.

	1909.	1908.	1907.	1906.
	£	£	£	£
Cows and calves—				
Canada	80	....	2,111	2,365
United Kingdom	2.501	963	1,738	2,273
Holland	1,430	480	1,549	15
Total	5,071	6,451	4,377	7,483
Horses—				
Canada	......	......	2,275	......
United Kingdom	28,629	23,600	31,165	30,177
Argentine Republic	2,210	4,734	19,539	2,915
Total	31,789	29,665	55,936	69,791
Mules				
Canada	2 900	......	240	7,013
Argentine Republic	5,964	1,180	4,068	55,451
United States of America	......	......	332	5,050
Totals	8,864	1,888	4,610	67,514
Sheep and Lambs—				
Canada	1,506	......	1,734	2,653
Australia	15,774	15,720	21,495	29,489
Totals	20,982	19,760	27,623	39,487

APPAREL AND SLOPS.

Whilst the figures for these are included, it is hardly hoped that they can be of much interest to exporters except in such articles as overalls and oil clothing, in which there is a good trade being done in the mining districts. As will be seen the United Kingdom supplies the bulk of this class which is a large one.

	1909.	1908.	1907.	1906.
	£	£	£	£
Apparel and Slops—				
Canada	7	1	71	33
United Kingdom	1,664,054	1,465,203	1,435,954	1,521,342
Germany	51,458	46,269	49,545	52,572
United States of America	26,624	28,033	33,146	31,216
Totals	1,781,774	1,576,481	1,562,499	1,668,358

ARMS AND AMMUNITION.

A fair trade is to be done in this class of goods. The single-barrelled guns are probably confined almost entirely to rifles of various kinds, sporting and military. The United Kingdom and Germany supply the bulk. A few Canadian rifles have found their way into this market, and having made an excellent impression, it is hoped that the trade may increase, in spite of their high price.

It is worth noting that for the population, this country has more men who can handle a rifle than probably any other in the world. It is foreshadowed that the new Union government will introduce a system of compulsory service, to include not only able-bodied men, but also cadets, and this cannot but help to stimulate interest in rifle practice. In addition, as there is much game in the country, there is a fair demand for sporting rifles.

Great Britain holds the trade in double-barrelled guns; it would be most difficult to cut in as the reputation of her gunmakers is of the highest. The item cartridges comprises both shot and ball. The United Kingdom has the greatest share; most of the German cartridges are probably 'Mauser.' The Mauser rifle enjoys great popularity with the Boers, but under a uniform defence policy, it is likely to wane in favour of the regulation 'Lee-Enfield.'

	1909.	1908.	1907.	1906.
	£	£	£	£
Cartridges—				
Canada	......	18	......	12
United Kingdom	26,467	27,250	30,439	44,018
Germany	5,330	4,201	4,955	4,363
United States of America	693	862	1,023	1,524
Totals	32,962	32,773	36,798	50,690
Detonators—				
United Kingdom	18,747	23,555	13,297	64,317
Germany	9,802	9,887	7,240	43,192
Totals	28,734	36,656	24,172	119,552 (Includes fuse.)
Fuse—				
United Kingdom	55,098	43,908	47,155	......
Germany	51,394	53,397	48,060	......
Totals	107,302	98,266	98,068	(With Detonators.)
Guns—Single Barrelled—				
Canada	23	7	......	24
United Kingdom	9,204	9,335	13,273	14,013
Germany	5,450	4,459	7,670	4,742
Totals	15,646	15,013	22,889	22,174
Guns—Double Barrelled—				
Canada	......	3	......	......
United Kingdom	10,664	11,512	13,666	18,062
Totals	11,504	12,681	15,374	19,486

BINDER TWINE AND HARVEST YARN.

Binder twine has grown from £518, or 6·4 per cent of the total trade in 1906, to £4,489, or 46·4 per cent in 1909. The excellence of the Canadian article is becoming better known, and the trade is assisted by the 3 per cent customs preference. Last year a copy of the latest report of the Dominion Inspector of Binder Twine was sent to one of the leading Rand dailies and was commented upon most favourably by the editor in a leading article. Copies of this editorial and excerpts from the report were sent to all the large importers of twine, and now that its high qualities are more fully appreciated, there is reason to hope that the Dominion may secure an even larger share of the business. United States binder twine being sold in this market is quoted at eight cents per pound.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	4,489	3,109	1,825	518
United Kingdom	2,642	1,304	2,879	2,275
United States of America	2,532	4,441	3,493	5,132
Totals	9,671	9,232	8,179	8,013

BLASTING COMPOUNDS.

As will be noted, the United Kingdom and Germany control the trade in blasting compounds in so far as the oversea portion is concerned. The part held by the United States of America in 1908 was entirely lost last year.

However, it is interesting to note that the imports in 1908 were only 40 per cent of the previous year, the increased activity in the mining industry notwithstanding, due to the largely increased domestic output. Up to 1909 there were two factories, one at the Cape and one near Johannesburg, turning out explosives. But that year Kynoch's big Durban works came into the field and no doubt were principally instrumental in one way or another in reducing the imports.

	1909.	1908.	1907.	1906.
	£	£	£	£
Collodoin and Gun Cotton—				
United Kingdom	47,569	14,014	23,986	20,300
Germany	20,991	23,900	37,720	26,123
Totals	68,560	37,941	61,706	46,423.
Dynamite—				
United Kingdom	53,482	117,722	108,321	98,413
Germany	16,970	54,819	44,253	53,526
Norway	......	9,000	3,839	17,983
Totals	70,455	182,817	156,427	175,215

BOATS AND LAUNCHES.

The trade in boats and launches is limited. With better times it is likely to increase a little, although it is not improbable that the local builders may sufficiently improve in efficiency to capture the whole of it.

Motor launches are increasing in popularity at all of the ports, and are even used on the large ponds about the Rand. Wherever the hulls may be built the engines must be imported, but the English ones are preferred. There seems to be a distinct prejudice against United States engines, flimsiness being the fault alleged against them. This might be overcome if a Canadian manufacturer could be discovered sufficiently enterprising to send over one on trial for sale if satisfactory.

Efforts have been made to introduce Peterborough canoes, but so far without avail. At present these canoes are only used on the Zambesi river, although they are eminently suited, particularly when fitted with air chambers in bow and stern, to the large dams and small rivers, and utilized for pleasure purposes whenever practicable. The reason for this may be put down to lack of familiarity and conservatism. If a consignment were sent out and distributed to sporting dealers, or if two or three were placed in the hands of men able to use them, there should be no difficulty in disposing of that particular consignment; although cuts of canoes and illustrated papers containing picturesque canoeing scenes have been sent to various people, it can be readily understood that they convey but little to the uninitiated. There is a risk that a consignment might have to be sold at a loss, but some uncertainty attends the exploitation of all new fields; and for the courageous business man, it is perhaps fortunate that such should be the case.

	1909.	1908.	1907.	1906.
	£	£	£	£
Boats—				
United Kingdom	672	454	397	1,059
Canada	......	......	57	156
United States of America	214	171	385	508
Totals	1,283	1,004	1,294	2,454

BRUSHWARE.

As may be seen by the figures, the brushware trade is one of no little importance, and as this is an article into the manufacture of which wood enters to a certain

extent, and bristles are probably as easily obtained in Canada as the United Kingdom, there should be no reason why the former should not put up a more vigorous competition. Of course, custom cannot be ignored. Britain having held the trade for so long, it will not be a light matter to oust her from the premier position. Price and quality are the principal factors, but even if these be most favourable to Canada, the necessity lies with manufacturers of energetically demonstrating these points. Every care should be taken that the goods are as well or even better packed than those of rivals. When the brushes are packed in cardboard boxes, the labels on these should be so put on as to be readily visible on the shelves, and to admit of the boxes being opened without their being defaced.

	1909.	1908.	1907.	1906.
	£	£	£	£
Brushware—				
Canada..	588	617	1,089	51
United Kingdom..	38,954	29,855	32,408	33,705
Germany..	4,821	4,250	5,180	6,850
United States of America..	2,784	5,282	8,129	9,077
Total..	50,723	43,895	49,422	52,888

BRASS MANUFACTURES.

Presumably under the heading of brass manufactures are included taps, valves, &c., which would appear to be the only articles coming under this classification that might interest founders. As will be observed, the bulk of the business is in the hands of the United Kingdom. As far as Canada is concerned, founders appear to be entirely out of it in this class of goods.

	1909.	1908.	1907.	1906.
	£	£	£	£
Brass Manufactures—N.O.D.—				
Canada..	2	......	......	......
United Kingdom..	14,799	11,508	14,752	20,849
Germany..	1,074	820	1,519	2,419
Total..	16,951	13,085	19,519	25,267
				(Includes Copper.)

CANDLES LOCALLY MANUFACTURED.

A glance at the statistics of candles will show that the imports of these are rapidly decreasing, there being a falling off between the end of 1906 and 1909 of no less than £159,000, or considerably more than 100 per cent.

This is due to the fact that these are now being manufactured locally, of a good quality and comparing more than favourably in price. It is highly probable that in time this trade will cease to exist in so far as imports are concerned. In fact it will be surprising if the figures for the current year amount to £80,000.

	1909	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	104,580	111,848	134,827	188,662
Belgium..	4,877	5,806	13,932	24,090
United States..	708	1,125	6,119	45,404
Totals..	112,805	132,605	168,493	271,350

CANVAS AND DUCK.

Canvas and duck, which appear to be more or less of standard articles, are apparently influenced almost entirely by price. The difference between the Dominion's share of the imports and the total amount shows wide room for improvement.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	2,063	1,370	1,156	2,160
United Kingdom	31,566	25,881	38,208	40,765
United States of America	30,028	2,392	1,827	1,881
Totals	36,993	30,146	42,209	45,815

CEMENT.

The statistics for cement indicate a falling off of nearly £11,000 compared with the previous year, due doubtless to the competition of the locally made article at Pretoria. However, the seat of this industry being a long way from the coast, it is practically impossible for it to compete with the overseas product at the seaboard, or the country adjacent.

	£	£	£	£
	1909.	1908.	1907.	1906.
Canada	1	......	......	......
United Kingdom	52,021	55,536	81,043	95,575
Belgium	10,461	11,581	13,106	19,851
Germany	7,319	12,211	18,213	25,301
Totals	71,155	81,829	115,434	145,798

COMPOSITION METAL.

The trade in composition metal seems to be largely a matter of brand. To compete it will be necessary to secure the services of an energetic agent, capable of introducing a new brand. It would be advisable in this case to undertake a certain amount of judicious advertising, where it is determined to force an entry into the market.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	17	......	......	......
United Kingdom	16,197	8,508	......	......
United States of America	2,688	2,717	......	......
Totals	19,062	11,286	......	......

CONFECTIONERY.

The confectionery business, as can be seen from the figures, is held almost entirely by the United Kingdom, especially that of the past year. The trade in this is so limited, and the competition so keen, that it is not advisable to pursue it. It is unlikely that the results would justify the trouble.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	9,109	6,719	7,666	6,227
United States of America	755	601	938	388
Totals	10,187	7,612	8,900	6,894

CORDAGE AND ROPE.

As may be seen, practically the whole of cordage and rope comes from the United Kingdom. This is the result probably of the ability of English manufacturers to quote lower than other countries, and also to a very great extent due to the fact that their product is of such an excellent quality. The merchants of this country have perfect faith in British rope makers, and to wrest the whole or even a portion of this business from them would require very great determination and effort.

	1909.	1908.	1907.	1906.
	£	£	£	£
Cordage and Rope—(Not Wire Rope)—				
Canada	4	......	......	......
United Kingdom	33,631	29,002	28,061	37,632
United States of America	1,034	1,041	2,339	2,401
Totals	35,499	31,349	32,528	48,116

COTTON MANUFACTURERS.

Comment on cotton is superfluous. Although the amount involved is very large, Canadian mills seem either unwilling or unable to compete in this trade. In addition to South Africa, the imports into Mauritius and the colonies along the coast, form a considerable item. A reputable share of the whole would make an important addition to the Dominion's export trade.

	1909. £	1908. £	1907. £	1906. £
Piece Goods—				
Canada	378	225	....	372
United Kingdom	1,041,904	868,447	827,945	942,396
Belgium	10,706	7,166	4,654	3,866
France	28,584	22,544	30,537	33,601
Germany	167,326	138,153	120,110	143,329
Holland	6,909	5,513	4,862	6,796
Switzerland	9,609	6,803	6,295	7,479
United States of America	4,232	1,568	1,328	1,834
Total	1,286,386	1,058,310	1,005,959	1,151,416
Wick—				
United Kingdom	3,930	6,169	4,882	2,860
France	2,949	....	....	....
Total	7,121	6,382	5,798	3,141
Waste—				
United Kingdom	15,877	13,421	16,028	22,634
Germany	3,170	8,481	1,673	2,175
Holland	4,217	561	70	....
Total	25,843	22,508	18,052	25,006
Cotton Manufactures, N.O.D. (Piece Goods, Blankets, Rugs, Shawls and Shawling, Hosiery, Underclothing, Wick and Waste—				
United Kingdom	198,070	137,312	126,340	126,274
Germany	14,388	11,754	11,095	8,790
Total	224,126	159,215	146,724	142,223

APOTHECARY WARE AND MEDICINAL PREPARATIONS.

The Canadian share of the medical trade is infinitesimal, as may be seen. The United States share totals up to a valuable amount, due to the imports of patent medicines from that country. As many of the United States concerns have branches in Canada, it should be worth an effort to endeavour to deflect the South African trade of those who come under this class to the Dominion works.

In any case, there are patent medicine industries in Canada doing a large business, and it would be to their interests to study this market. South Africa presents an excellent field, particularly amongst the rural community, for this being a widely scattered one, employs doctors as little as possible, owing to the expense. Some of the most successful firms make a practice of printing their advertising literature in both English and Dutch, as Boers are good customers of what is colloquially known as 'droppels.'

	1909. £	1908. £	1907. £	1906. £
Apothecary ware of all kinds—				
Canada	77	17	92	125
United Kingdom	68,975	69,900	62,736	73,549
United States	5,737	5,692	5,450	4,044
Germany	12,066	10,350	9,087	8,031
Total	94,166	94,023	86,288	94,349
Medicinal, spirituous—				
Canada	29	83	......	......
United Kingdom	11,306	10,352	......	......
United States of America	6,334	6,074	......	......
Totals	18,575	17,575	107,103 (Includes 1906)	......
Medicinal, non-spirituous—				
Canada	27	178	......	......
United Kingdom	56,570	48,948	......	......
France	1,824	1,292	......	......
Germany	4,402	2,712	......	......
United States of America	16,941	20,371	......	......
Totals	80,702	74,325	120,447 (Includes 1906)	......

CALCIUM CARBIDE.

Canada regained last year much of the ground lost in calcium carbide in the previous year, but it is still behind the year 1906-7. As far as can be gathered, the slump in the Canadian article was due to its inferior quality, but reports show that the brand now being imported is equal to the best. In addition to this, it is coming out splendidly packed in screw top tins. The advantage of the screw top is most appreciable for underground use (the mines are the largest customers). They admit of the quantity required being extracted and afterwards tightly sealed again. For the mines, the medium-sized lump is the most suitable. The average miner, when filling his lamp, crams it full, which, if the grains be very small, lowers the efficiency of the material. This is largely obviated if the grains be of fair size. As stated, the Rand mines being the principal consumers, it is essential in placing agencies to ensure that these fall into the hands of merchants in direct touch with the mining trade.

The falling off in the imports last year may have been due to the over-stocking in the two previous years, although the statistics for the past three months of this work out at about the same average as for the whole of 1909.

The Swedish article holds the bulk of the business, for the reason that the people pushing it appear to be most determined in their methods. At the same time the major portion of the decrease fell on them, although shared by the United States and Norway. The Dominion was the only country to show an increase. It is stated that the Swedish carbide can be sold at a c.i.f. price of £12 2s. 6d. per 2,000 lbs. Delagoa Bay. The shipping rates quoted over the Swedish-South African line from Gothenburg to Frederiksstad to Durban is 70s. per cubic metre, and over the Scandinavian-South African line 52s. 6d. to Durban and 55s. to Delagoa Bay. The rates over the Canada-Cape line from Montreal and St. John to Durban and Delagoa Bay are respectively 37s. and 50s. per ton—seemingly a wide divergence for so short a distance between these two South African ports.

	1909.	1908.	1907.	1906.
	£	£	£	£
Calcium Carbide—				
Canada	1,672	131	1,956	2,269
Norway	1,845	4,141	330	600
Sweden	12,760	16,896	12,985	5,644
United States of America	1,545	3,784	3,812	2,127
Totals	18,679	25,819	21,808	12,149

ELECTRICAL MATERIAL.

The United Kingdom and Germany practically control the electrical goods market, although the United States have an appreciable share. Apparently the British and continental manufacturers are able to make better material and at a less price than other countries.

Electrical cable shows a large increase over the previous year. The trade is worth attention, but it would be necessary to meet the strong opposition of a manufacturing company in England. In the most important contracts it must be noted that the Cable Manufacturers' Association is specified. Only British manufacturers may belong to this association.

	1909.	1908.	1907.	1906.
	£	£	£	£
Cable Wire—				
United Kingdom	119,646	63,006	62,739	79,163
Germany	78,549	46,798	8,812	8,261
United States of America	5,194	859	1,742	733
Totals	204,300	111,203	74,254	88,304
Fittings, including Posts—				
Canada	......	......	......	108
United Kingdom	65,962	40,627	48,809	59,090
Germany	84,421	43,494	17,515	22,057
United States of America	14,739	9,606	8,384	8,239
Totals	170,036	93,349	76.307	91,855

ENAMELWARE.

German goods form the bulk of enamelware, due to their cheaper qualities. Whilst the Canadian article has probably just as much value in it as the German, it is too high class for this country, at least to meet the demand which rules at present.

	1909.	1908.	1907.	1906.
	£	£	£	£
Enamelledware—				
Canada	8	......	......	......
United Kingdom	9,009	......	......	......
Germany	26,838	......	......	......
Totals	38,384	......	......	......

FELT.

	1909.	1908.	1907.	1906.
Felt—				
Canada	......	62	......	......
United Kingdom	3,020	2,291	1,476	2,560
United States of America	6,172	3,053	2,676	2,237
Totals	10,227	5,930	4,624	5,651

DISINFECTANTS AND GERMICIDES.

The trade in germicides and disinfectants is not large, but as far as the figures for the two years are concerned, it is an increasing one. The best known firms advertise extensively. Some of them employ an organizing agent and commercial travellers to look after their business.

A large trade is done in sheep and cattle dips. The latter is likely to rapidly increase owing to its apparent efficacy in killing the ticks, which are the cause of spreading East Coast fever. Many stock and dairy farmers, who practise dipping their cattle, allege that through this means their losses have been reduced to a minimum.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	23,941	20,031	......	......
Germany	1,369	1,149	......	......
United States of America	988	319	......	......
Totals	26,410	21,573	......	......

Articles of Food and Drink.

AERATED WATERS.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	9,711	10,588	10,530	15,727
Germany	3,197	2,413	3,028	7,125
Totals	14,632	15,337	14,619	26,929

BAKING POWDER.

In baking powder the United States is supreme. The bulk of the business may be taken as held by a brand with a strongly established name, advertised extensively and aided by aggressive methods. It cannot be that these goods are better than some of the Canadian, and there is no reason why Canada should not share the trade.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	93	114	......	......
United Kingdom	2,423	2,149	......	......
United States of America	42,553	36,293	......	......
Totals	45,563	38,998	......	......

BISCUITS.

The imports of biscuits have been steadily declining since 1906, when they amounted to £87,000. The reason for this is the improvement in the home made article which enables it to supplant the foreign made. This is likely to continue.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	......	6	24	23
United Kingdom	46,643	51,957	63,385	84,235
Totals	47,810	52,947	64,926	86,910

BUTTER AND CHEESE.

The imports of butter are rapidly diminishing. This is only to be expected in view of the rapid advance which the dairying industry has made within the last few years. Creameries are springing up all over the land, many of them turning out a fine grade of butter. It is, of course, the hope of the agriculturists that South Africa will in the near future cease to import any of her dairy produce, but this aim will not be realized until the farmers have learned the value of winter feeding.

The export of butter does not appear to have much interest for Canadian shippers owing to the heavy home demand.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	558	5,962	......	323
United Kingdom	1,514	3,604	2,133	7,608
Australia	79,209	177,413	177,984	237,737
New Zealand	94,227	101,036	63,345	60,520
France	25,565	26,593	20,430	22,129
Holland	10,580	8,617	11,668	12,514
Argentine Republic	6,026	48,361	76,114	193,337
Totals	219,634	382,614	353,320	539,353

MUCH LOCAL CHEESE.

The remarks about butter also apply to cheese, although the manufacture of the latter has not advanced so rapidly as the former, perhaps because the 'Gouda' cheese from Holland has such a strong hold. It may also be said that locally made cheese has not attained the same standard of excellence as the butter.

Canadian trade since 1906 has been almost cut in half, due one may say, entirely to the local product which is of the Cheddar type. This is rather insipid as yet, but in time it is almost bound to drive out the Canadian article. Indeed, if it were not so, there would be little hope for South Africa as an agricultural country. The Dutch cheese, being of an entirely different kind, is not effected to the same extent by this local competition.

	1909.	1908.	1907.	1906.
	£	£	£	£
Cheese—				
United Kingdom	3,234	3,594	3,895	7,350
Canada	6,758	8,560	10,566	10,288
New Zealand	3,271	4,413	3,666	2,354
Holland	97,348	96,571	106,118	124,854
Total	116,364	119,210	132,523	154,765

JAMS, JELLIES AND CUSTARD POWDERS.

In all these lines Great Britain is easily first. With her it is undoubtedly quality and price, in addition to which her manufacturers enjoy a high reputation in this market. They advertise widely and altogether employ splendid business methods.

	1909.	1908.	1907.	1906.
	£	£	£	£
Jams and Jellies—				
Canada	2	......	25	10
United Kingdom	18,283	20,913	44,833	43,718
Australia	14,292	11,975	11,639	18,250
Totals	32,794	33,193	56,948	62,887

GRAINS, WHEAT AND FARINACEOUS PREPARATIONS.

Of the above commodities, the only two requiring mention are flour and farinaceous preparations. These products form nearly half of Canadian exports to the Union. Flour has steadily been working its way into this market for the last four years at the expense of the United States article. In 1906 the import from Canada amounted to £125,857, those from the United States of America £190,754; last year Canadian trade had advanced to £223,100, whilst that of the Unitted States had fallen to £24,816.

The Dominion is still a long way behind the Australian figures. Their wheat, being of the soft variety, is preferred for domestic use and is used by the bakers in proportion of two to one of Canadian.

A certain amount of flour is manufactured in the country from both locally grown grain and from the imported produce. It has been stated by one of the large millers that Canadian mills would always have the advantage, as they had a ready market for their bran, which this country lacked. Of course, this state of affairs might easily be remedied by the wider practice of stable feeding stock.

It is possible that Canadian flour might be made popular in the household if a judicious system of advertising were undertaken in order to bring its superior nutritive qualities to the attention of the housewife, and to familiarize her with its working. It is probably this unfamiliarity which prevents even its partial use, although the advantage of 1s. to 2s. 6d. per cwt. is a very potent factor in favour of the Australian product.

There can be no question that its success over the United States article has been greatly assisted by the customs preference of 3 per cent, if in fact it is not entirely responsible for it.

	1909.	1908.	1907.	1906.
	£	£	£	£
Beans and Peas—				
Canada	1,590	2,708	1,993	1,325
United Kingdom	3.301	3,201	2,658	2,844
India	1,799	1,920	2,219	1,303
Germany	3,014	3,749	4,839	4,633
Portuguese E. A.	6,043	13,856	13,140	9,608
Totals	21,319	29,710	29,087	25,969
Flour, Wheaten and Meal—				
Canada	223,100	190,223	178,948	125,857
Australia	432,126	422,279	694,507	683,990
United States of America	24,816	71,147	61,736	190,754
Totals	681,575	684,663	619,770	691,404
Wheat—				
Canada	11,340	47,867	5,168	11,514
Australia	691,420	574,990	694,507	683,990
New Zealand	19,530	......	......	10,076
United States of America	36	133,337	19,845	93,772
Argentine Republic	33,769	105,527	115,511	133,310
Totals	756,416	861,862	835,732	933,187

BREAKFAST FOODS—OATMEAL.

Although still behind the 1907 figures, Canada has made a substantial advance on last year's figures. This trade is entirely confined to 'Quaker Oats,' and it is owing to, not only the excellence of this breakfast food, but also to the progressive and aggressive policy of the company that the figures are so gratifying. The name is seen in every important newspaper and on the boardings in the principal towns.

A breakfast food manufactured in Cape Colony from local oats is making a strong bid for popularity, and one of its most prominent advertisements sets forth the analytical superiority of South African over Canadian grain. As analyses seem in these days to be employed to prove anything, it remains to be seen what effect this attempt

to discredit Canadian grain will have on the public mind. Canada's splendid reputation for agricultural products is likely to be too strong for this artifice to succeed. In fact to stamp boldly 'Produce of Canada' across the face of all packages and bags containing the products of Canadian soil would probably be the best advertisement.

	1909.	1908.	1907.	1906.
	£	£	£	£
Oatmeal—				
Canada	27,690	16,288	37,072	16,752
United Kingdom	28,198	30,191	28,620	24,542
United States of America	2,317	8,966	3,719	18,650
Totals	58,291	55,527	69,457	60,075

PEA FLOUR.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	4,282	3,599	3,933	3,913
Totals	4,287	3,647	4,038	3,944

DRIED OR CURED FISH.

The imports of dried and cured fish although about equal to last year's, are about £9,000 below 1906, due very probably to competition from the local article. There is a certain demand for dried fish, such as cod, for provisioning ships at the port, and the Asiatics take dried Bombay duck from India and dried Cape snook. The latter lands at Durban at about 3⅓d. to 4½d. per lb., and the former at about 3¼d.

The preserved fish trade is not up to the mark of 1906, but is still a substantial one and of no small importance to the Dominion. Canned salmon and lobster are the chief imports from Canada. As it is highly probable that South Africa can be considered a good market for this commodity for an indefinite period, the trade should consequently be encouraged.

	1909.	1908.	1907.	1906.
	£	£	£	£
Dried and Cured—				
Canada	16	266	39	244
United Kingdom	25,789	27,008	32,508	34,167
India	1,484	1,868	2,164	3,219
Holland	3,312	2,182	2,334	1,462
Totals	32,219	32,975	38,280	41,551
Preserved—				
Canada	28,064	24,956	26,092	30,384
United Kingdom	42,501	36,024	37,124	69,594
France	10,002	10,706	8,254	13,880
Norway	21,543	15.937	13,414	13,652
Portugal	15,183	22,844	19,923	18,500
United States of America	19,836	15,739	17,301	25,303
Totals	147,822	137,035	135,657	190,293

A fine market exists for cheaper grades of tinned salmon among the natives, especially those working in the mines, of whom there are 180,000 on the Rand alone. This must be quoted c.i.f. Durban or Delagoa Bay at about 16s. per case of 48 tins.

DRIED FRUIT.

Whilst the trade in dried fruit is not likely to be large, owing to the competition from the domestic product, it should admit of some dried apples coming in from the Dominion. It is not probable that South African apples will ever be sold to any extent, except in a fresh state, or at least not for many years. The United States is the largest exporter of dried fruits. Quote as follows, f.o.b New York:—

California apricots in 25 lb. boxes, 'Los Gratos,' 14½c., less 1 and 1 per cent.
California peaches in 25 lb. boxes, 'Los Gratos,' 9½c., less 1 and 1 per cent.
California pears in 25 lb. boxes, 'Los Gratos,' 14c., less 1 and 1 per cent.
California prunes in 60 and 70 lb. boxes, 'Los Gratos,' 6½c., less 1 and 1 per cent.
New York apples in 50 lb. boxes, 'Los Gratos,' 10½c., less 1 per cent.

BOTTLED AND TINNED FRUIT.

The trade in this commodity has fallen off, owing chiefly to competition by local factories. At the same time there is no reason why Canada should not export £3,000 or £4,000 worth. Canadian fruit can compare most favourably with United States brands in quality, but the latter are much more attractively put up, and are more pleasing to the eye when served.

At present a brand of California fruit has the highest reputation in this market owing to its choice flavour and fine appearance. On taste alone, the Canadian article surpasses the Californian, consequently it is only because the former is not so well canned nor so aggressively pushed that it has to be content with a secondary place.

To South African importers the above brand is quoted f.o.b. New York at:—

Californian apricots, No. 2½ tins at $1.80 per doz., less 2 per cent.
Californian peaches, No. 2½ tins at $2 per doz., less 2 per cent.
Californian pears, No. 2½ tins at $2.10 per doz., less 2 per cent.
Californian prunes, No. 2½ tins at $1.70 per doz., less 2 per cent.
New York State apples, No. 2½ tins at $1.50 per doz., less 2 per cent.

Iron strapping 5 cents, and cartage 5 cents per case extra.

APPLES AND FRESH FRUITS.

The trade in fresh fruit, in so far as Canada is concerned, is limited to apples, which can only arrive during three months, viz., October, November and December. But at this particular season when the market is almost bare, they are most opportune. Last year's trade, whilst an improvement on that of 1908, is still very far below that of 1906, although that year may have been unduly high. About £2,700 to £3,600 would be about a normal figure in the present state of the country. Shortly after the New Year, the local fruit, such as apricots and peaches, crowds out the imported.

Canadian apples, except for one or two exceptions, arrived in splendid condition last year, which fact should give dealers more confidence for the coming season. They have been made aware of the strict supervision exercised by the Dominion government over fruit exporters, and the names of those Canadian shippers, who were convicted of fraudulent practice last year, the lists of which were published in the Bulletin of the Agricultural Department, were circulated from this office amongst the dealers, and this should also create a favourable impression as to the efforts of the Canadian government in this brand of export trade.

	1909. £	1908. £	1907. £	1906. £
Fruit, dried—				
Canada	116	75	73	65
United Kingdom	919	947	1,756	5,101
France	318	310	1,292	1,993
Greece	783	821	1,429	9,711
United States of America	5,454	4,785	10,336	15,514
Totals	12,272	10,820	43,830	46,934
Bottled and Tinned—				
Canada	25	3	37	157
United Kingdom	5,276	5,250	7,318	9,404
Australia	4,447	3,733	5,718	8,072
France	1,687	1,148	2,173	3,160
United States of America	3,906	4,144	9,160	14,841
Totals	16,702	15,743	25,928	37,829
Fresh Fruit—				
Canada	3,055	3,854	4,416	6,412
United Kingdom	1,221	556	362	1,540
Australia	857	2,512	6,178	5,766
Portuguese E. A.	2,108	2,662	18,331	8,655
Totals	10,893	21,535	39,951	34,098

LARD, HAM, BACON AND TINNED MEAT.

As Canada at the present time is not in a position to export the tinned meat products, it is useless to comment upon them. Unless some check is speedily placed upon the spread of East Coast fever, the importation of preserved meats can hardly fail to increase. Bacon is being produced locally, but in quality it is still far below the overseas article.

	1909.	1908.	1907.	1906.
	£	£	£	£
Lard—				
Canada	24	2	401	1,991
United Kingdom	7,388	7,563	6,987	5,018
United States of America	39,790	34,710	41,132	38,231
Totals	47,506	42,642	49,079	45,622
Dripping and Fats—				
Canada	......	......	4	1,185
United Kingdom	4,383	4,195	3,873	3,042
United States of America	5,869	3,521	3,445	3,853
Totals	10,726	8,145	7,596	8,455

POULTRY.

Presumably the reason why the Dominion has practically ceased to send poultry to this market, since 1906, is that she is not in a position at the present time to export this commodity. In any case, however, the trade has so fallen off, owing to the local production, that it is questionable if it be worth while considering it. There should be no difficulty as to this country being able to supply itself with poultry. One can look for a decrease this year from even the small amount contained in last year's figures.

	1909.	1908.	1907.	1906.
	£	£	£	£
Poultry—				
Canada	......	......	92	4,442
United Kingdom	1,725	1,204	4,461	7,685
Russia	1,985	7,444	18,510	22,003
Australia	1,726	2,557	5,791	15,239
United States of America	1,133	900	299	3,901
Totals	7,332	12,477	30,887	57,267
Eggs, fresh—				
Canada	......	......	......	5,764
United Kingdom	11,981	6,050	8,896	19,877
Denmark	1,573	4,999	19,439	16,820
Italy	31,780	29,078	31,318	23,171
Totals	50,767	50,231	70,277	75,643

CONDENSED MILK TRADE.

The trade in condensed milk is large and important. The Customs returns for the first seven months of the present year foreshadow a large increase over 1909. It is gratifying to note that Canada is making some progress in this line, and there is no reason why it should not go forward much more rapidly. It is improbable that the British Isles produce anything like the amount of milk exported by them in its condensed form, indeed one of the most striking advertisements of the Anglo-Swiss combine some time back was a huge poster depicting some cows grazing in the Swiss pastures. The milk is presumably shipped to the United Kingdom and put up there. The customs statistics disprove that it comes from Switzerland. The Anglo-Swiss combine controls the market owing to their enterprise and aggressive and progressive business methods. The following extract is taken from a report which was published in Weekly Report No. 316.

This concern sells its milk at 21s. 6d. per case to the wholesale houses, less a discount of 5 per cent, cheque to accompany order, and a rebate every three

months of 1s. 6d. per case to those houses who will undertake to sell only its product; inducements are also offered to retailers to sell their product to the exclusion of all others. It advertises extensively on the boardings and by show-cards, &c., and has established depots for the supply of its goods.

The duty on 'milk, condensed, desiccated, or preserved milk or cream' is (a) full cream, per 100 lbs., 5s. 2d. with a preferential rebate to Canada, Great Britain and colonies enjoying the customs preference of 1s.; (b) skimmed or separated per lb. is 6d. with no rebate; of course only full cream milk is imported.

ADULTERATION OF FOOD ACT.

The following are extracts from proclamation No. 137 of Act No. 45, 1901, entitled the Adulteration of Food Act, 1901, 'the Governor in Council is empowered after such inquiry as he may deem necessary, to make regulations for determining what deficiency in any of the normal constituents of genuine milk, cream, butter, or cheese, or what addition of extraneous matter, or proportion of water, in any sample of milk (including condensed milk), cream, butter, or cheese, is not genuine, or is injurious to health:—

Now, therefore, under and by virtue of the powers conferred on me by sections 13 and 22 of the aforesaid Act No. 45 of 1901, I, the Governor in Council, do hereby proclaim and make known as follows:—

1. For the purposes of the said Act, milk containing a smaller percentage of butter fat than 3 per cent, or smaller percentage of solids other than fat than 8·50 per cent (total solids 11·50 per cent), shall be regarded as not genuine. Skimmed or separated milk containing a smaller percentage of total solids than 9 per cent shall be regarded as not genuine.

3. Condensed milk containing a smaller percentage of butter fat than 10 per cent shall, for the purposes of the aforesaid Act, be regarded as not genuine unless sold as being manufactured from skimmed or partially skimmed milk.

4. All brands of such condensed milk as aforesaid, and all brands of condensed milk, manufactured from skimmed milk or partially skimmed milk must be labelled with 24-point Grotesque, No. 4, printed type on the sides, top and bottom of the tin or other vessel in which it is sold, with a label stating that the milk in question is manufactured from skimmed or partially skimmed milk, as the case may be, and if any other substance foreign to milk, besides pure cane sugar, has been used in the process of manufacture, such must also be stated on the label in an equally legible manner.

5. For the pruposes of the aforesaid Act, the addition to milk of any preservative whatever shall be regarded as injurious to health. The addition to butter of any extraneous matter or any preservative other than boric acid, or the addition to butter of a greater proportion of boric acid than 15 grains of boric acid to one pound of butter, shall be regarded as injurious to health. The addition to cream, or cream cheese, of any extraneous matter, or any preservative other than boric acid, or the addition to cream of a greater proportion of boric acid than 12 grains to one pint of cream, shall be regarded as injurious to health. Every vessel or jar, whether opened or closed, containing cream, intended for sale, to which boric acid has been added, shall bear label stating in large, legible, printed letters, that boric acid has been so added, and the quantity of boric acid to the pint of cream.

MADE IN CANADA LABELS.

Canadian condensed milk companies exporting to South Africa would not lose anything by having the words 'Made in Canada' printed in large letters on their tins, or a label bearing these words pasted on them. If there is one thing more for which the Dominion is noted here, it is as an agricultural country. These words should not only appear on condensed milk, but on all cereal food packages, flour bags, or any other foodstuff that may be shipped to South Africa.

The present conditions would seem to favour the wholesaler, as he has to abide by a fixed price, viz.: 21s. 6d. to the retailer less a 5 per cent discount for cash; his profit therefore is contained in the 1s. 6d. rebate per case. Heretofore, there has been a good deal of price cutting in this commodity, as whenever a stock became damaged, it was marked down and sold. This led to more or less disorganization in the trade.

No condensed milk concern outside the combine can hope to be successful in this market unless prepared to spend a considerable amount of money. The trade is a large one and likely to remain so, but it will never be won by half-hearted methods. It must be borne in mind that the quality of the Anglo-Swiss milk is first class, therefore a competing product should show a butter fat percentage of not less than 10 per cent.

CONDENSED MILK.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	15,481	1,133	4,554	16,603
United Kingdom	221,542	241,717	305,934	386,785
Austria	3,007	5,048	11,972	6,711
Germany	18,632	22,732	17,998	18,582
Holland	17,530	12,957	24,006	2,491
Norway	42,975	30,824	22,583	28,820
United States of America	10,134	17,948	36,595	27,666
Totals	331,909	335,176	428,953	471,100

SALT CHIEFLY FROM BRITAIN.

The figures for salt are included in the event of one of the Canadian works being interested. As can be seen most of the salt comes from the United Kingdom. The c.i.f. prices of common salt and table salt are as follows:—

	s.	d.
Liverpool coarse, 11 bags, 2,000 lbs. at	36	—
Liverpool fine, 11 bags, each 100 lbs. at	2	$1\frac{3}{4}$
Table ——— $1\frac{1}{2}$ lb. tins, per doz	3	$2\frac{1}{2}$
Table ———, $1\frac{1}{2}$ lb. tins, per doz	4	$8\frac{1}{2}$
Table ———, 1d. packets, per doz	1	$\frac{1}{2}$

	1909.	1908.	1907.	1906.
	£	£	£	£
Salt, common—				
United Kingdom	8,436	9,234	10,346	7,684
Totals	9,575	11,426	11,755	8,852
Salt, table—				
Canada	39	......	......	......
United Kingdom	7,653	6,738	7,737	7,852
Totals	7,789	6,828	7,774	7,865

GOLDEN SYRUP.

Golden syrup, which is a heavy item, has been a steadily increasing figure since the returns for the Customs Union were first compiled for 1906. Practically the whole of this comes from the United Kingdom.

Maple syrup is obtainable in South Africa at a few shops, but the price of 3s. 6d. per small tin is almost prohibitive. One or two firms, however, having interested themselves in this product, the figures which are at present inappreciable, may shortly show an upward tend.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	4	......	142	......
United Kingdom	75,246	66,938	56,251	57,460
Totals	75,318	67,108	56,421	57,588

WHISKY.

The only Canadian firm doing business in South Africa does not appear to be desirous of increasing its sales. The result will be that these may tend to fall below even what they are now. Of course the taste out here is for Scotch, but a little attractive advertising on the Rand, where there is a fair number of Americans, might help to increase the turnover.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	687	769	795	833
United Kingdom	237,387	215,868	243,842	274,476
Totals	238,145	216,822	244,699	275,574

TINNED VEGETABLES.

Tinned peas and green beans form the bulk of the tinned vegetables consumed, but there is also a certain amount of trade done in corn and tomatoes. The sales of the two last might be increased, if the public were less ignorant of their excellent qualities, and the manner of cooking them.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	88	36	90	426
United Kingdom	1,586	893	1,522	5,182
Belgium	8,282	5,977	7,441	16,132
France	4,707	3,947	4,981	10,909
Germany	2,957	2,560	2,884	7,045
Italy	2,257	4,321	5,529	6,006
United States of America	2,722	2,019	3,698	5,391
Totals	25,204	21,988	29,922	56,158

TOTAL ARTICLES OF FOOD AND DRINK.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	341,702	323,802	284,999	288,821
United Kingdom	1,426,146	1,365,210	1,607,906	1,846,182
Australia	1,411,331	1,519,786	1,773,134	1,787,684
New Zealand	120,945	109,172	69,869	105,892
Mauritius	171,359	282,156	373,912	473,773
France	182,183	157,235	159,551	230,888
Germany	112,485	115,431	136,579	268,896
Holland	234,857	225,411	261,459	261,707
United States of America	331,352	413,226	336,917	679,953
Argentine Rep.	48,409	230,436	422,832	794,195
Brazil	399,739	337,530	299,255	359,385
Grand total	5,723,260	6,062,272	6,781,523	8,109,238

Furniture and Cabinetware.

BEDSTEADS CHIEFLY METAL.

The trade in bedsteads, confined almost entirely to metal goods, is held by the United Kingdom, no other country being able apparently to compete with her manufacturers in price. Favourable comments have been passed on the designs of some Canadian bedsteads, although others were criticised as being antiquated.

The local demand is largely for medium and low priced bedsteads, about the cheapest, a plain enamelled article with a copper plated wire mattress, sells f.o.b. factory in England at about 6s. The trade would seem to be one in which a good deal of cutting has taken place.

The only way to work into this market is to have an agent on the spot with samples. It is most difficult to sell from catalogues. Packing is of utmost importance. The English beds come out with the pillars unscrewed and laid down flat. In this way as many as six can be accommodated within the measurement of a ton.

	1909.	1908.	1907.	1906.
	£	£	£	£
Bedsteads—				
United Kingdom	49,196	34,496	38,761	53,693
Totals	50,309	35,295	39,468	54,535

SCHOOL AND CHURCH FURNITURE.

The Dominion's share of the trade in school and church furniture is most disappointing. In a country where schools are both numerous and up-to-date, and wood plentiful, one would have thought that Canada could at least have competed with the United Kingdom in school furniture. South Africans are so impressed with the importance of education that school appointments are likely to be an increasing business.

Four chief styles of desks are imported. The first in single desk pattern are quoted in sizes 1 and 2 f.o.r. East London at 17s. 6d., and in sizes 3 and 4 at 16s. 3d., sizes 5 and 6, 16s.; rears and fronts all sizes at 13s. 6d. An automatic single desk, solid oak complete, is quoted sizes at £1 1s. 6d. f.o.r. Capetown; and the dual desks with separate seats and inkwells at £1 7s. 10d. Rears and fronts all sizes for the single seats are 19s. and for dual desk £1 6s. 5d.

Not many new churches are going up, but there is a certain amount of renewals in furniture constantly taking place.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	55	52	656	409
United Kingdom	7,679	6,964	14,978	12,732
Germany	709	1,017	1,661	1,192
United States of America	3,256	2,369	3,842	3,634
Totals	12,280	10,995	22,943	19,340

FURNITURE—ALL OTHER KINDS.

Under the heading of 'Furniture all other N.O.D.' would come house and office furniture; in fact these two comprise nearly the whole of the item. There is a substantial gain here of nearly £30,000 for the twelve months.

As with school and church furniture, the Dominion's showing is not encouraging. Canadian house furniture in such lines as chests of drawers, wash stands, wardrobes, tables and chairs can compete in quality with the United States article, but Canadian manufacturers do not seem to be able to compete in price or in enterprise. Bentwood chairs are coming in to a small extent from Canada. It is a line that might be much extended, but appears to lack support. While they are inferior in finish to the Austrian article, they are stronger and a little cheaper.

Some United States quotations f.o.b. New York less 2½ per cent are as follows:—

Scotch chests, 8 drawers, walnut	$12 50	each.
Washstands, single	10 50	per doz.
Washstands, double	14 50	"
3-drawer washstands	3 75	each.
Oak sideboard 42-inch top completely flat (K.D.)	13 50	"
Kitchen cupboards, top 42 x 18-inch in lots of 24	4 00	"

Common saloon tables, assorted finishes as may be desired:—

	Per doz.
2 ft. 6 in. x 1 ft. 9 in..	14 00
3 ft. 0 in. x 2 ft..	16 00
3 ft. 6 in. x 2 ft. 3 in..	18 00
4 ft. 0 in. x 2 ft. 6 in..	21 00
5 ft. 0 in x 2 ft. 6 in..	27 00
6 ft. 0 in. x 3 ft. 0 in..	35 00
3 ft. 0 in. x 1 ft. 6 in..	14 00
3 ft. 6 in. x 2 ft..	17 00
4 ft. 0 in. x 2 ft. 0 in..	19 00
4 ft. 6 in. x 2 ft. 6 in..	24 00
5 ft. 0 in. x 3 ft. 0 in..	31 00
6 ft. 0 in. x 3 ft. 6 in..	39 00

If drawers be required, $1 must be added to above prices per doz.

	Per doz.
Kitchen tables, 3 ft. by 1 ft. 9 in. drawer, white top..	$15 00
Box seat dining chairs, oak, polished..	19 00
Common wood seat chairs, light or golden..	7 75

The better class of imported furniture comes from the United Kingdom, but the locally made article is commencing to cut into this. Furniture has been made in South Africa from early days, but only recently has the industry become one of importance. Now in every store or warehouse in which good furniture is stocked, are articles of domestic manufacture. And there is no doubt that the goods are well made, and of good material. In time they must exert a material effect upon the imported article. Probably this fact will not apply to such household furniture as Canada is now exporting to South Africa, or only in a small degree; it will not pay for many years to make the cheaper kinds locally.

Apparently none of Canadian office furniture is coming into the country, or only a very small quantity, yet the Canadian article is quite as good as the best. Owing to improved methods being introduced into office systems, there should be a steady demand for office furniture, particularly filing cabinets. Of the latter, the metal ones seem to be gaining in popularity. The United States firms send more than the British; and of the former, of a New York State concern has particularly been the subject of most favourable comment.

There is a good demand for furniture 'in the white,' but at present no Canadian factory seems to be in the market for this class. The only way to succeed in the furniture trade is to secure the services of a reliable, energetic and aggressive agent who covers the whole of the country at least once a year, if not twice. These are obtainable, but some of the best men demand a small allowance in addition to the commission, and considering the effort required to introduce a new article, it is not unreasonable.

	1909.	1908.	1907.	1906.
	£	£	£	£
All other N.O.D.—				
Canada..	3,475	4,757	6,276	9,041
United Kingdom..	138,415	114,792	146,918	256,693
Austria..	5,787	4,599	3,918	7,242
Germany..	16,209	13,938	15,643	20,421
United States of America..	19,273	17,653	25,980	42,814
Total..	193,434	165,618	211,599	353,534

Glass Bottles and Jars.

This item may interest glass factories in Canada. No inquiries have been received from them regarding this commodity. In the following table plate and window glass have been left out, likewise glassware, for obvious reasons.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	30,475	30,841	30,148	35,488
Germany..	13,549	9,811	9,789	7,763
Sweden..	6,820	7,224	8,108	3,395
United States of America..	8,605	5,958	8,361	4,043
Totals..	64,081	59,455	63,209	58,593

Haberdashery and Hats and Caps.

Haberdashery and hats and caps, two separate items, are grouped together. It is not likely that either will be exported from the Dominion for some years, but being manufactured in the country, they are included in the statistics. Great Britain easily holds this important trade. There are no signs of her losing it.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada..	19	18	7	164
United Kingdom..	1,201,479	1,091,726	992,336	1,181,783
India..	8,994	8,632	4,782	11,235
Austria..	11,177	8,907	11,079	8,016
France..	85,548	79,690	94,378	100,507
Belgium..	8,803	7,454	5,331	6,868
Germany..	193,638	171,320	182,269	165,345
Italy..	7,223	7,350	8,891	7,579
Switzerland..	56,554	46,430	49,666	36,397
Japan..	9,815	5,324	7,079	7,560
United States of America..	6,256	6,076	5,975	8,511
Totals..	1,598,577	1,438,304	1,367,507	1,542,129

Hardware.

Under the classification of 'Hardware' are included carriage hardware, bolts, nuts and rivets, cash registers, cutlery, fencing wire, fencing standards, wire netting, other fencing material, horseshoes, nails and screws, sewing machines, stoves, tools, wire baling, wire rope, and miscellaneous.

The trade is important and merits attention from Canadian exporters. Since 1906 it shows appreciable increases and decreases in the various articles, due to expansion on one side, or to the recent depression on the other.

AXLES, BUSHES, AND SPRINGS FOR CARRIAGES.

Great Britain easily leads in this trade; the United States only receives orders for the lightest class of axles and springs, for small carts, rickshaws, &c. It would be most difficult to compete against well-known British names. If the United States manufacturers cannot make headway, it is not likely that Canada can do much, even if there were a desire to export these goods.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada..	199	1	......	......
United Kingdom..	35,511	24,687	28,150	30,746
United States of America..	4,251	2,907	2,113	2,698
Total..	40,155	27,785	30,321	33,792

BOLTS, NUTS AND RIVETS.

In bolts, nuts and rivets, the United Kingdom is easily first with the balance of the trade divided between Germany, Belgium and the United States. In this line Germany bettered her position considerably, due to her keener competition in price over the previous year.

Canada should be able to secure that portion of the bolt and nut trade that would be known as carriage hardware. On carriage cuphead bolts and nuts, of ⅝-inch diameter and upwards, a well known United States firm allows a discount of 20, 10, 5 per cent, and from ¼-inch to ½-inch the discount is 75, 10, 5 per cent.

One firm stated that they would only be too glad to swing their trade to Canada, and intended to do so as soon as manufacturers were ready. The English manufac-

turers are very strong on the square-headed engineer bolts and nuts; they seem able to make better prices.

	1909.	1908.	1907.	1906.
	£	£	£	£
Bolts, nuts and rivets—				
Canada	8	3	......	Classed with hardware, N.O.D.
United Kingdom	39,549	34,085	38,827	"
Belgium	1,026	46	547	"
Germany	5,201	1,737	1,278	"
U. S. A.	2,234	2,941	2,815	"
Totals	48,226	38,946	43,609	"

NAILS AND SCREWS.

The trade in nails and screws shows an improvement of nearly £9,000 over 1908. This can be set down in part to the better position of the building trade, particularly on the Rand. It should be still more marked this year.

The British manufacturers are strong in screws, but not in nails. The public prefers English screws. The Germans and Belgians appear to do the greater bulk of the nail trade, although the United States have a portion. The two first are most aggressive, and are quite willing to put the nails up in 7-lb. brown paper packages as demanded. Canadian rolling mills, owing to the three per cent preference, should be able to command a share of this trade, at least that portion which is at present annexed by the United States. But apparently they demur at putting up the nails in brown paper parcels, although one would think that this is an easily surmounted difficulty. It is largely a matter of enterprise.

A leading United States concern quotes wire nails, carload lots c.i.f. Durban at \$1.90 in 100-lb. kegs, less 2 per cent. The cut nails in 4-inch to 6-inch lengths are quoted at \$1.80 per 100-lb. kegs f.o.b. New York.

In South Africa, nails are classified by lengths, that is 2-in., 3-in., 4-in., &c., not as 8-penny, 10-penny, &c.; the latter designation is unknown here.

	1909.	1908.	1907.	1906.
	£	£	£	£
Nails and screws—				
Canada	258	61	175	134
United Kingdom	26,129	19,045	23,789	22,990
Belgium	5,046	3,570	2,701	3,448
Germany	7,429	7,716	7,567	7,367
Sweden	2,143	2,349	2,007	1,486
United States	4,264	3,862	5,147	5,386
Totals	45,692	36,938	41,768	41,376

FENCING MATERIALS.

The trade in fencing materials is most important and capable of expansion. An immense amount can be done before all the farms are properly fenced along the boundaries, and as the tendency is towards subdividing the land, new boundaries will be formed. In addition to this, the progressive stock farmers are increasingly realizing the advantage of dividing their grazing areas into camps, which not only prevents 'tramping out' and reduces the trouble of herding, but also does much to prevent the spread of contagious diseases.

A United States firm having discovered the value of this field, are keeping hold of their share of it as far as possible. They quote as follows:—Per 100 lbs. c.i.f. Durban in carload lots, less 2 per cent; No. 12 gauge barbed wire \$2.76½; plain galvanized No. 5 to No. 8 gauge, \$2.19; black in nested coils No. 0 to No. 8 gauge, \$1.92½.

Belgium would seem to be secure in holding the bulk of the trade in fencing standards, many of which are made from discarded light rails. It is probably a line which would not appeal to Canadian exporters.

Some Canadian gates are on this market, but do not seem to compete strongly against the local article, made from imported raw material.

There is also a small trade in Canadian woven wire fencing. It is most improbable that this will ever be used for inclosing the boundaries of farms, but it might be employed for camps, and if the people were educated to it, for inclosing homesteads. But, as in the case of patent gates, it would require most active support and an aggressive policy. Exhibits at agricultural shows would be one of the best mediums for introducing it to the rural community.

	1909.	1908.	1907.	1906.
	£	£	£	£
Fencing wire—				
Canada	360	6,213	1,223	423
United Kingdom	59,183	54,469	61,680	65,174
Belgium	7,863	5,740	4,333	3,999
Germany	32,213	26,219	15,707	9,947
Totals	183,241	159,341	171,939	158,940
Fencing standards—				
Canada	......	47	214	680
United Kingdom	6,119	3,859	5,584	29,699
Belgium	39,920	29,107	38,037	31,250
Germany	5,074	7,103	13,259	10,273
Totals	47,501	40,280	57,744	73,187
Wire netting—				
Canada	56	7	27	Classed with standards.
United Kingdom	19,403	19,417	24,411	"
Germany	2,246	1,749	2,579	"
Totals	22,296	21,320	27,613	"
Other Fencing Material—				
Canada	501	346	272	"
United Kingdom	5,108	4,487	1,738	"
Belgium	3,597	660	131	"
Germany	1,042	374	155	"
Total	11,293	7,355	2,636	"

HORSESHOES.

The item of horseshoes is not a large one, but still one not to be neglected. As until last year this article was classed amongst 'Hardware, n.o.d.,' it is impossible to compare it with previous ones. With it would be included mule and ox shoes, although not many of the latter are used.

Of the two most popular brands of horseshoes the best is quoted f.o.b. New York, less 2 per cent and 2 per cent at the following prices:—

Nos. 00, 01 and 1 at \$4.50 per 100-lb. keg.

Nos. 2 and 3, \$4.25 per 100-lb. keg.

The demand for this shoe is recent, and simply the result of the pursuance of an aggressive business policy. The favourite pattern is the 'fullered' shoe, which allows the nails to be more or less countersunk, and thus protects them from contact with the ground.

	1909.	1908.	1907.	1906.
	£	£	£	£
Horseshoes—				
United Kingdom	12,740	Classed with Standards.		
United States of America	2,808	"		"
Total	15,750	"		"

SEWING MACHINES.

An examination of the trade in sewing machines for the past four years shows that it has fallen off since 1906. This may be due to the fact that by the end of

that year, the country had fairly well stocked itself up—a great many machines were destroyed in the war—or it may be due to the acute depression experienced during 1907, 1908 and the first few months of 1909.

The best known machine is made in England. It is vigorously pushed. Agencies are established all over the country and the public is systematically canvassed. These hand machines are retailed in Durban at £6 without cover and £7 with, and treadle machines at from £10 to £12 12s.

Another well known machine is made in Germany. The hand-power machine most in demand costs f.o.b. about 44s. 6d., and a treadle-power heavy machine for tailors retails in Durban at £8 10s. These machines are fitted with reversing gear at an extra cost of 2s. 6d. each.

Many hand machines are used here, particularly by the farming class, and the people of the small towns. Although the 'treadle' is gaining in popularity, there will always be a demand for the hand type. The former are used at present principally by dressmakers, seamstresses and those who have much sewing to do.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	21,159	25,384	25,932	35,183
Germany..	10,478	9,473	8,563	14,035
United States of America..	1,942	1,289	896	2,428
Total..	33,681	36,366	35,721	51,835

STOVES.

Surveying the import statistics of stoves covering the past four years, it is found that this class of goods has been imported during the period in question to the amount of about £226,000. The returns last year show a distinct improvement over the previous twelve months, and should even be better during the current year.

The demand is still for a cheap stove, except in the better class household. The reason for this is that most of the servants are Kaffirs. Some households that can afford it have white female cooks from Europe, others coolies, but the majority are Kaffirs. Consequently there is no particular inducement to purchase an expensive stove. The kitchen in South Africa is not the general purpose room that it is in the humbler homes in Canada. Canadian manufactures must bear in mind that there is no demand here for ornate stoves; for the cheap class no plated parts whatever are required, and on the better ones but very little. There being no natural gas, gas stoves are not used. There is a good demand for oil stoves, particularly the smaller lines. In catering for this market, it would be advisable to adopt the names already familiar to local ears. For instance the 'Dover' could be called the 'Canadian Dover,' 'Dominion Dover,' 'Prairie Dover,' or some such names; the United States manufacturers appear to do this without hindrance from the Scotch 'Dover' people, the originators of the name.

The only way in which Canadian manufacturers can work into this market is by sending out some samples, which could be sold on commission or otherwise. It is only natural that the importers here will not buy blindly, and if an exporter has not sufficient faith in his product to send out one or two articles for inspection, the former take the view that it is hardly worth while bothering about the matter. Canadian importers would do exactly the same. There are a couple of locally made stoves, but little is heard about them. It is doubtful if competition from them need be seriously feared for some years.

The manufacturers of the Dominion should aim to annex that portion of the trade at present enjoyed by the United States, amounting to no less than £13,803 or nearly $70,000. It is important enough to warrant sending a representative to investigate.

	1909.	1908.	1907.	1906.
	£	£	£	£
Stoves—				
Canada	......	12	229	320
United Kingdom	21,776	15,434	23,668	27,491
Germany	2,362	2,003	3,216	4,719
Sweden	4,908	3,850	6,018	7,084
United States of America	13,803	11,555	12,449	19,209
Total	43,820	33,546	47,272	61,158

Tools.

AXES.

The axes which appear to be preferred at present on this market are those made in the United States. The following are some quotations:—

28-inch handles, $2\frac{1}{2}$ lbs.	\$ 4 75
30-inch handles, 3 lbs.	5 25

Terms, 7 per cent f.o.b. cars New York. These axes are packed two dozen to the case.

28-inch handles, $2\frac{1}{2}$lbs.	\$ 5 50
30-inch handles, 3 lbs.	6 00
3 to 4 lbs.	9 50
$3\frac{1}{2}$ to $4\frac{1}{2}$ lbs.	9 75
4 to 5 lbs.	10 00

Less 7 per cent f.o.b., cars New York.

DRILLS.

United States drills are the most popular on this market; they are said to be cheaper and better than the English make. A product of one of the best known makers costs about $27\frac{1}{2}$ per cent over the prices quoted in the United States catalogues to land them in Durban.

FILES.

The most popular is that made by a United States firm owing to the aggressive and enterprising methods of this firm. A reference to the splendid way in which they pack their goods is made in the section devoted to packing and marking. In this connection it may be said that it seems a pity that these particular files cannot be supplied to this market from the Canadian branch, as there is no doubt that apart from the saving of the 3 per cent customs preference, South African importers would much prefer to buy their goods in Canada than in the United States.

CHISELS.

In this country the British chisel is preferred. The standard has a leather holster between the blade and the handle.

The Durban landed into store prices of one brand of chisels are:—

$\frac{1}{4}$-inch	9/—	per dozen.
$\frac{1}{2}$-inch	9/3	"
$\frac{3}{4}$-inch	10/4	"
1-inch	12/1	"

FORGES.

There are two distinct classes of forges on this market: the first type adopted by the British manufacturers, and a second type made in the United States.

It is a trade that might go to Canada. But as is said elsewhere in this report, machinery agencies are hard to arrange, as most of the dealers have already made connections and are difficult to interest.

HAMMERS.

Most of the hammers come from the United States. Some of the goods of the best known makers are quoted below.

There is an excellent trade on the Rand in stoping hammers, but it is said that in the heavy drilling hammers, the United States firms cannot compete with the British makers. Amongst the latter, those of the best known makers sell at from 18s. to 20s. per dozen, f.o.b. London, less 2½ per cent.

SCREW BITS, STOCKS AND DIES.

The best known makers of screw bits are those of the United States. They also control the trade in stocks and dies.

HAND AND CIRCULAR SAWS.

The reason that the United States manufacturers control this trade is solely on account of the high quality of their goods. The firms have a very high reputation in South Africa.

SHOVELS.

The trade in shovels goes chiefly to British makers owing to the higher quality of their goods, and their cheaper prices. One very good make of shovel sells at about 24s. per dozen; another popular shovel and one which is much used by the collieries in Natal lands into store at Durban at 21s. 1d. per dozen. Another good shovel is quoted for $3.25, f.o.b. New York, less 3 per cent. These goods are packed ten dozen in a case and land into store at Durban at 22s. 7d. per dozen.

TOOLS.

	1909.	1908.	1907.	1906.
	£	£	£	£
Tools—				
Canada	299	16	......	......
United Kingdom	24,572	19,462	20,243	46,411
Germany	4,139	2,064	2,264	3,375
United States of America	23,718	20,889	17,633	27,020
Total	53,718	43,333	40,687	77,791
Wire Rope—				
Canada	......	2	......	......
United Kingdom	105,863	78,075	74,828	82,496
Germany	2,269	1,808	489	65
United States of America	2,274	842	585	961
Total	110,406	80,752	75,918	83,522
Wire Bailing—				
United Kingdom	608	Classed with all other hardware N.O.D.		
Belgium	398	"	"	
Germany	1,494	"	"	
United States of America	470	"	"	
Total	2,970	"	"	

MISCELLANEOUS HARDWARE AND CUTLERY, ALL OTHER N.O.D.

Canada	542	198	404	1,978
United Kingdom	284,589	294,275	327,455	489,493
Germany	40,137	49,800	58,517	73,431
United States of America	41,266	40,270	47,994	76,641
Total	375,489	394,717	445,067	662,259

Conveying Hose.

FIRE HOSE.

British best hand-woven hemp fire hose is quoted at about 3s. 5d. per yard, f.o.b London, and machine woven at about 2s. 2d., f.o.b. London. Germany sends a certain amount of 2½-inch hose to this country, but only to supply the cheapest demand, such as is used by builders. It is quoted at about 7d. per yard, f.o.b. Hamburg.

There is no prejudice against hose from the United States, but it is not able to compete at present.

GARDEN HOSE.

The sizes of garden hose in use are ½-inch and ¾-inch. This is plain, and armoured. Most of it comes from Great Britain, although the United States is also an exporter of the commodity, and Germany to a small extent. Armoured hose sells at 3¾d. per foot, and without armour at 3d. per foot, f.o.b. London. It is found that the armoured variety has a longer life, as being used largely by Kaffirs, who handle it most roughly, it withstands their treatment. An armoured hose sent to this country is bound with flat steel strands, and appears to stand the weather better than the armoured hose, which is wound with wire. The latter is cheaper than the former. The best British garden hose is composed of two external layers of rubber with three or four plies of canvas in between. The best known United States hose in this market is stocked by most dealers. It has a rubber lining covered with canvas, and sells at a slightly cheaper price than the British.

Below will be found some quotations of United States hose.

Garden hose, mildew-proof, standard high grade, are quoted as follows:—

Garden hose, cotton, rubber-lined, ¾-inch	11 cents per foot
Garden hose, cotton, rubber-lined, ¾-inch	9¼ cents per foot
Garden hose, cotton, rubber-lined, ¾-inch	7¾ cents per foot

Terms: Net cash.

Seamless woven and rubber-lined, mildew-proof cotton hose for mill and factory purposes is quoted as follows:—

1½-inch Internal diameter, per foot	50 cents.
2-inch Internal diameter, per foot	60 cents
2¼-inch Internal diameter, per foot	65 cents
2½-inch Internal diameter, per foot	70 cents

Discounts for three different brands—

Mill	50 and 10 per cent
Mill	60 and 10 per cent
Mill	70 per cent

Hose conveying—

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	25,446	18,392	22,675	....
United States	8,694	4,389	7,201	with
Total	34,837	23,437	30,942	rubber.

Agricultural Implements.

Under the heading 'Implements—Agricultural' would be included, so far as can be gathered, all kinds of ploughs, disc and tooth harrows and cultivators.

Amongst ploughs, the best known makes include Cockshutt's, made in Canada. Most of these ploughs are made specially suitable to local conditions, and many of the manufacturers, if not all, send over experts to South Africa from time to time in order to get in touch with the demands of the agricultural community.

Canadian manufacturers of agricultural implements, contemplating the opening of a trade with South Africa, must bear in mind that the largest proportion of manual

labour is performed by Kaffirs. It is, therefore, a necessity that the articles be made as simply and strongly as possible. If there are any parts easily broken about an implement, the average Kaffir will discover them quickly. Ploughing is generally done with a span of from eight to fourteen oxen, but in Natal mules are coming into more general use, owing to the ravages of East Coast fever.

About a year ago a circular letter was addressed to all the farmers' associations located within the jurisdiction of this office, with the idea of ascertaining the kind of plough considered most suitable to the various parts of the country. The replies received expressed widely divergent opinions, and exhibited an entire absence of settled opinion on the part of the associations with regard to the subject.

The popularity of an implement is greatly influenced by the ability of the selling agent, and the total sales in this country by the system upon which they are pushed. At present it is somewhat difficult to obtain agents to handle a new line, as the best of those ostensibly in the business are already connected with some particular make. Still, the enterprising determined manufacturer in Canada need have no fear of not being able to secure reliable firms to handle his output, if this be of the right class and he can give assurances of his ability to handle the trade and to support his agent actively.

TRAVELLING EXPERT NECESSARY.

The only proper method for an exporter desiring to work into this market is to send out an expert to study local conditions, get hold of the article most in demand, copy them or improve on them, and then intelligently and aggressively push their sale. Canadian manufacturers have a great advantage over the German and United States makers, due to the 3 per cent preference and cheaper transportation facilities. But unfortunately they do not avail themselves of these factors.

As the splendid feeding properties of lucerne are becoming more widely known, this fodder crop, where there is sufficient water to admit of it, is becoming more extensively grown and is leading to a demand for lucerne cultivators. The most successful one is a local product, made in Cape Colony. Most of the plough manufacturers also export harrows and cultivators.

Before shipping implements, each package should be carefully examined to ensure that it is properly marked. The stencilling should be perfectly clear. Confusion between figures as '3' and '8' ought to be strictly avoided. There is nothing to prevent bold stencilling on large packages; on small ones, of course, it is necessary to use marks of a reduced size.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	101,408	61,454	70,431	66,219
Canada	19,987	3,062	6,727	6,741
Belgium	9,052	2,763	3,152	1,611
Germany	44,175	25,832	26,475	26,490
Sweden	20,626	7,407	5,665	2,660
United States of America	134,142	84,295	99,767	84,850
Total	335,793	187,744	214,189	192,654

Agricultural Machinery.

It has been impossible to ascertain just what articles are included under 'Agricultural Machinery,' but it is assumed that these comprise binders, reapers, mowers, rakes, maize planters and shellers, steam threshing outfits, chaff cutters, shredders, and steam plough outfits. The harvesting machinery used in this country is supplied by the International Harvester Company and the Massey-Harris Company, of Toronto. The International Harvester Company's business is divided up into divisions and handled by various dealers. They may be agents for one department in one province, and for one of the others in another province. Nearly all hand-power maize shellers

are made in the United States, and this also applies to the maize planters. Steam power maize shellers are imported as a rule from Great Britain. The United Kingdom supplies most of the threshing outfits which are used in South Africa, and also machinery for equipping flour and maize mills.

The small hand power grinding mills are as a rule British, also chaff cutters, both hand and power. The British chaff cutter is different from that from the United States, the former having two knives fitted on the wheel, which cut at right angles to the length of the forage. There have been one or two United States steam plough outfits imported into this country, but they do not appear to be popular. The wool and hay presses, which are worked by hand, come as a rule from Great Britain. Power presses are usually from the United States.

MACHINERY.

A perusal of the statistics of the agricultural products of South Africa contained in Appendix VI. will indicate the best markets for certain classes of machinery and implements. A word may be here inserted in order to say that South African crops must not be judged by Canadian standards; owing to the lesser fertility of the soil, much more machinery is required here than would be the case in the Dominion, to produce the same amount of grain.

DAIRY IMPLEMENTS AND MACHINERY.

Except for three different makes of churns, practically no dairy machinery is coming into this country from Canada. Canadian goods (excluding the churns referred to above which are quite satisfactory), have no reputation in South Africa. They are considered in finish and workmanship most inferior to the Australian product, especially that of the well-known maker, Cherry. The butter and cheese industries are coming on apace; the farmer finds it more remunerative to send his cream to the factory, than to work it up himself. The result of this will be, at least the indications point that way, to decrease the sale of hand churns, in favour of the power butter and cheese factory equipment. Of course the creamery is only available to the man living either near it, or a railway that will supply the necessary transportation. But there are still, and likely to be for some time, a great many farmers who cannot enjoy this advantage, and must perforce employ household dairy appliances.

This evidently is a line in which there is ample room for improvement among Canadian manufacturers. One of the strong complaints made is the lack of finish of dairy goods, as compared with the makers of other countries. This branch of the South African market is one that should be cultivated. The dairy industry is expanding in a most satisfactory manner, and the customs duties are reasonable, as a reference to Appendix VII. will demonstrate, and likely to remain so for some time.

WINDMILLS.

A glance at the statistics will show that by far the greater portion of the windmills imported come from the United States. In fact, there is only one well-known mill which comes from Great Britain. This machine slightly undersells those from the United States, as it is handled by a firm who are large dealers in tubing. Consequently it is feasible for them to sell at a lower price, looking upon it as a side line, in order to secure the orders for pipes which go with it. One make of 10-foot mill on a 30-foot tower with three posts is quoted in East London at £28; a similar mill as above but with four posts is quoted at £30. A 12-foot mill with four posts is quoted at £43. These prices do not include fittings of any kind. Probably off these prices

there would be a commission of 10 per cent paid to up-country agents, and presumably the importers would require about 25 per cent profit for themselves. Most of the large firms handling windmills have their own staff of erectors. These are sent about to put up the mills by those who are willing to pay for their services. They are permanently employed, and when not out at work erecting mills, they are employed at the headquarters in the various provinces.

For its size, the Orange Free State probably buys more windmills than any of the other provinces. In Natal, owing to the hilly conformation of the country, very few windmils are used, probably not 100 in the whole province.

	1909.	1908.	1907.	1906.
	£	£	£	£
Hoes and Picks (Kaffir)—				
United Kingdom..	8,570	8,384	8,631	4,442
Germany..	1,365	1,106	1,212	883
Total..	10,065	9,810	10,088	5,388
Machinery—				
United Kingdom..	63,115	36,370	44,662	23,873
Canada..	8,753	6,766	12,870	8,680
Germany..	2,029	5,154	1,207	1,437
United States of America..	43,208	24,977	34,031	16,632
Total..	119,488	74,580	94,069	53,115
Windmills—				
United Kingdom..	7,980	......	......	......
United States of America..	19,126	......	......	......
Total..	27,423	With Machinery N.O.D.		
Wool and Hay Presses—				
United Kingdom..	2,222	1,514	1,532	1,149
United States of America..	2,261	2,016	2,975	2,099
Total..	4,834	3,658	4,778	3,890

India Rubber.

India rubber goods, which comprise washers, &c., for use with machinery, show an increase in 1909 over the previous year of a little under £7,000. The United Kingdom has the most of the trade, whilst Germany and the United States each have a small portion. In this business price and quality are doubtless the prime factors.

	1909.	1908.	1907.	1906.
	£	£	£	£
India Rubber—				
United Kingdom..	28,449	21,695	......	......
Germany..	2,784	1,222	......	......
United States of America..	2,557	4,384	......	......
Total..	34,336	27,757	......	......
India Rubber (unmanufactured)—				
United Kingdom..	......	......	2,611	371
Total..	......	......	3,235	1,057
India Rubber (manufactured)—				
United Kingdom..	......	......	13,455	17,919
Germany..	......	......	1,794	1,822
United States of America..	......	......	1,016	3,071
Total..	......	......	16,660	23,333

Musical Instruments.

In musical instruments the figures last year show a satisfactory increase over the previous one. From a comparative point of view, the Dominion's increase was gratifying, but there is still much room for improvement. This trade is entirely confined to organs for which Canadian makers enjoy an excellent reputation in South Africa. From the statements of the various dealers, there seems no reason whatever why Canada should not have practically the whole of this business, as the only serious

competitor is the United States. The United States firms pack their instruments very well, and in this respect there is not much to be said against Canadian exporters. There have been a few complaints, but these do not disclose much dissatisfaction.

The principal purchasers are the Boers, both the town and rural classes. The South African agents have to sell many of these instruments on illustrations, which should be as clear as possible, and fairly large. On the uninformed mind a large photograph will make much more impression than a small one, and one has to cater to a certain extent to the consumer. As better times are setting in for the agricultural community, the trade for this year should show a substantial increase over the last year.

Most of the pianos coming into the country are imported from Great Britain and Germany. The majority of pianos are cheap, retailing from £40 to £80.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	2,595	958	1,497	1,874
United Kingdom	28,107	20,887	28,043	34,396
Germany	56,294	49,602	54.120	79,948
United States of America	7,091	7,135	8,848	13,108
Total	98,163	80,876	94,020	131,716

Iron and Steel.

ANGLE, CHANNEL AND T; BAR, BOLT AND ROD; CHAINS FOR HAULING GIRDERS; BEAMS AND COLUMNS FOR IRON BUILDINGS, PIG AND INGOT.

All of these seem to be influenced entirely by price and quality, and in such factors the British manufacturers are far ahead of their rivals. They are well organized and have agents on the spot, highly necessary in business of this sort. If a Canadian company should desire to enter this market for these commodities, it would also be necessary for it to follow suit, and either appoint a local firm to represent them, or what would be better, have an agent of their own, resident in the country.

	1909.	1908.	1907.	1906.
	£	£	£	£
Angle, Channel and T.—				
United Kingdom	14,687	3,490	4,377	5,370
Germany	5,619	1,617	1,062	3,302
United States of America	847	95	385	11
Total	21,554	5,574	7,166	13,517
Bar, Bolt and Rod—				
United Kingdom	201,317	172,742	58,220	69,469
Germany	3,946	4,789	1,139	1,984
United States of America	5,421	2,047	......	160
Total	213,188	185,794	59,990	72,368
Chains for hauling Girders—				
United Kingdom	14,444	7,671	12,699	With Hardware N.O.D.
Total	14,941	8,299	13,138	
Girders, Beams and Columns for Iron Buildings—				
Canada	445	804	2,391	1,160
United Kingdom	12,458	16,208	24,584	44,721
Germany	8,835	26,106	190	8,721
United States of America	7,395	7,596	4,623	5,664
Total	29,246	51,088	32,231	63,084
Hoop—				
United Kingdom	3,784	4,714	6,067	5,633
Belgium	1,132	654	430	1,049
Germany	2,695	1,257	2,202	1,051
United States of America	1,502	316	366	263
Total	9,169	7,011	9,089	8,076
Pig and Ingot—				
United Kingdom	4,428	3,240	3,382	4,080
Total	4,439	3,240	3,382	4,161

PIPES AND PIPING.

British exporters practically control the market for pipes and piping. A fair amount comes from Germany, and a little is sent by the United States. The chief German shippers make a very large bid for the business by cutting prices, as is the custom with many German firms. However, the British are able to maintain their position. The chief British exporters keep a large and varied stock of supplies on hand. This has much to do with the advantage they possess, as they are able to handle immediately any and all requirements. The German dealers also hold stocks of material; the United States firms, however, rely entirely upon indent orders which consequently make it very difficult for them to compete. Any Canadian firm desiring to work into this trade would require to send a man out to study the local situation. To be successful, it would be necessary for them to follow the procedure of the British and German makers, to keep a representative in this country and an adequate supply of material on hand.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada	......	......	......	750
United Kingdom	264,172	163,362	198,879	346,198
Germany	53,938	30,300	32,559	31,095
United States of America	12,357	10,218	4,881	25,999
Totals	330,845	204,186	236,512	408,384

PLATE AND SHEET, GALVANIZED, &C.

These three commodities represent a considerable business for the year, about £470,000.

Galvanized iron is almost entirely in the hands of the British manufacturers. Occasional shipments are sent over by the United States, but they seem to find it rather difficult to compete against the British exporters, as the latter are undoubtedly preferred.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	31,315	70,549	38,569	33,972
Belgium	9,509	4,216	16	110
Germany	6,371	9,975	112	559
United States of America	2,593	15,428	1,167	2,192
Total	49,864	101,061	39,864	36,880
Plate and Sheet, Galvanized and Corrugated—				
United Kingdom	268,291	226,308	......	......
Germany	162	2,128	......	......
United States of America	17,193	10,323	......	......
Total	286,153	239,181	......	......
Plate and Sheet, Galvanized, not Corrugated—				
United Kingdom	32,404	With plain.	......	......
United States of America	2,305	"	......	......
Total	34,840	......	......	......
Plate, tinned—				
United Kingdom	869	......	......	......
Total	895	With above.	......	......
Milled or Rolled and Cast—				
United Kingdom	30,012	......	......	......
Belgium	456	......	......	......
United States of America	83	......	......	......
Total	30,556	With above.	......	......
Plate and Sheet, Corrugated—				
United Kingdom	......	......	293,636	307,076
United States of America	......	......	4,592	785
Total	......	......	298,230	307,981

Jewellery.

The figures for jewellery are inserted, but it is not hoped that they may have much interest for Canadian manufacturers. It is quite unlikely that they could compete against the British makers. And what is said with regard to jewellery applies equally to plate, silver and platedware. The trade in these two commodities is important, being no less than £224,000. With regard to platedware, the fault found with some illustrations which were shown to dealers here is that they do not conform to British styles, and as these are so well known on the market, it would be very difficult to introduce other kinds. Probably no manufacturer's agent would care to take up such a line without receiving some sort of salary to compensate him for the effort required to bring them into favour, and then he would have to be assured that the goods would be able to compete in price and quality with the English.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	118,355	97,853	80,339	35,520
Germany..	2,556	1,644	2,061	3,082
Total..	122,789	101,115	84,627	41,707

Leather and Leather Manufactures.

SOLE LEATHER.

Under leather, other kinds in the piece, is included the greater part of the material imported for manufacturing purposes. As may be seen by the figures, the United Kingdom and Australia hold practically the whole of the trade, owing to the excellent quality of their products and the lower prices quoted.

The United Kingdom sends out chiefly short cut sole bends, in one size, 2 feet 6 inches by 4 feet 6 inches, weighing 10 pounds, 12 pounds, 14 pounds, 16 pounds and 18 pounds each. The present price f.o.b. England is about 1s. 6d., 1s. 7d. and 1s. 9d. per pound. The tanning process of English leather is doubtless well known to the Canadian tanners, so that comment on this would be superfluous.

Australia ships to the market a wattle tanned sole leather in half sides, *i.e.*, with the belly and shoulders included. These weigh about 20 pounds each and are quoted in Australia at 1s. per pound f.o.b. The United States product is said to be excellent but the price is against it. The best importers here resolutely demand that the leather be free from all adulterating matter, such as chloride-barium, or other substances, incorporated with the idea of making weight.

UPPER LEATHER.

The demand for upper leather is chiefly in willow, box and velour calf skins, and glace kid, in black and tan colours, also waxed French calf skins. Each skin should be measured and marked at back of hide.

HARNESS LEATHER IN BACKS.

Harness leather comes out in backs, *i.e.*, half hides with the belly and cheeks taken off. The weight is about 24 to 30 pounds per pair backs. The English exporters quote at 1s. 8½d. per pound f.o.b., the Australian at 1s. 4½d. f.o.b. Harness leather must be of a clear 'London' colour, and free from all cuts and brands. There is no doubt that while the Dominion can turn out the very highest quality of leather, it is doubtful if she can compete in price. The opinion of an expert who was shown last year two sets of Canadian harness made in western Ontario was to the effect that they contained the finest material that he had ever seen in South Africa since it was, as he expressed it, so beautifully mellow, clean and absolutely unweighted.

When sending quotations for leather, fair sized samples must accompany them, certainly not less than six inches square, and the prices given must be f.o.b. Canada-Cape steamer, Montreal and St. John. To a South African, an f.o.b. factory price is useless. When several samples are sent, they should be clearly and consecutively numbered in order to admit of unconfused reference to them in the context of the letter. A letter from a Canadian firm accompanied by a splendid sample of split leather, addressed to a large firm of local importers, was handed into this office recently by the latter. These people were highly pleased with the sample, but no prices were quoted, the Canadian firm merely stating that they would be glad to know if their correspondents were interested. And this was in spite of the fact that the correspondence was commenced owing to a trade inquiry sent to the Weekly Report. If this South African firm were not interested, why should their trade inquiry go through this office? Such methods as this are calculated to bring ridicule on Canadian manufacturers. In addition the letter was slovenly, and in the ordinary course of events would probably have been tossed aside.

SADDLERY AND HARNESS OF CHEAP GRADES.

As may be seen, practically the whole of the trade in saddlery and harness is in the hands of the United Kingdom. Whilst the best Canadian harness has probably no superior, it is questionable if the lower grades can compete in price with the cheaper class turned out by the British manufacturers specially for this market. The kinds most in demand are single harness with breast straps or neck collar, selling f.o.b. steamer from 37s. 6d. to 80s. On this there are no fancy fittings or ornamentations whatever, the furniture being tinned, brass or nickel and in colour mostly brown. The double harness for Cape carts or traps is made with a breast strap and is usually brown in colour. It would be necessary to send out harness absolutely similar to that particular pattern which is almost universally used, even to a buckle. Other styles might be better, but it would be useless to try and impress that opinion upon the farming class of South Africa, particularly the Dutch portion of it. The proper way would be to buy a set of this and copy it absolutely. The price of the double sets f.o.b. steamer range from 70s. to 120s., chiefly 80s. to 100s. per set.

The saddle most in favour is the English semi-military with plain hogskin seats, nickel stirrup irons, leather stirrup leathers and webb girths, quoted in England from 30s. to 60s. a piece. A line suitable for the Kaffir trade is quoted as low as £1 f.o.b. United Kingdom.

BOOT AND SHOE TRADE SUBSTANTIAL.

In boots and shoes the statistics for the last four years show that Great Britain is quite supreme in this line. The boots most in demand have welted light soles. The material in these boots is cut from the upper stock of glace kids, box calf and velours; in colour, black is more popular than brown. Not many patent leather boots are worn in South Africa. The cheaper make of British boots are quoted f.o.b. England at from 7s. to 8s. 6d. per pair, and the better class from 8s. 6d. to 12s. 6d.

It is impossible to say if Canada can compete against the British manufacturers. If Canadian manufacturers can turn out a boot costing f.o.b. steamer Montreal and St. John from \$1.75 to \$3.05 of an equal value to the British makers, they have an enormous market assured them in this conutry. In men's boots alone the item of £470,254, the amount paid to the British manufacturers for their product last year, is important enough to merit the very closest attention from Canadian producers. And this is specially true when it is taken into account that such an outlet as this for Canadian boots and shoes is likely to continue for an indefinite period; certainly unless in this country a prohibitive customs tariff is placed upon this commodity, which is hardly in accordance with the present spirit of the people.

Aside from competition with the British makers, an amount of over £32,000 paid to the United States manufacturers last year for men's, women's and children's boots and shoes is to be considered. There is not the slightest reason why Canadian manufacturers should not have a very large share of it, providing that the large establishments have the same enterprise as their competitors across the line. To compete it will be necessary to quote equally as good articles at 10s. 6d. f.o.b. seaboard for the ordinary and but little more for the better class.

UNITED STATES FIRMS ENTERPRISING.

The United States manufacturers have some points of superiority over the British; they appear to be more enterprising, their system of advertising is better, and it is said that their lasts are absolutely perfect, being neat and artistic. In this market there is no place for extreme or 'freaky' shapes. The whole tendency of this country in boots or in anything else is towards conservativeness. On the whole their boots have the reputation of leaving the factory better dried than the British. If the goods had not to cross the equator this would not matter much, but as it is, unless perfectly dry when shipped, they are apt when crossing the 'line' to set up a state of 'sweating,' and there being no ventilation the material has to dry upon itself. The consequence is that when they come into this country, particularly if they are for the seaport towns, deterioration is almost sure to set in. To the manufacturers contemplating exporting to South Africa the greatest care should be given to this. But the United States competitor falls behind in the cartoning. He does not have boxes to suit the particular boots, with the result that in a large consignment much space is lost. When it is considered that the ocean rate is charged by cubic measurement and not by weight, one can readily appreciate how great is the waste of money occasioned by such lack of forethought. British manufacturers are much better in this respect, and it is said do everything possible to obviate any loss of space, suiting their boxes and their packing to the particular class of goods which are being shipped. United States manufacturers are accused of filling up vacant space with empty cartons, a practice which is intensely irritating to the consignees on this side. Another thing annoys importers: The United States shippers speak indiscriminately of boots and shoes as 'shoes.' The boot is distinctly understood to be an article with an upper coming above the ankle, whilst a shoe does not come above it. The demand in this country in men's footwear is for boots, whereas women prefer shoes.

A fair trade is done in rubber boots, classified under boots and shoes in the customs returns in knee-lengths. It is likely to increase, as the value of these become more generally known. If Canadian manufacturers can compete in price and quality in these goods, they should be able to work up a reasonable trade. But to accomplish this it is essential that only the very article required should be supplied; that the minutest attention be paid to the smallest detail, and that the business be prosecuted with energy and determination.

STABLE MARKET FOR YEARS.

As a preliminary to a campaign, a representative should be despatched to survey the situation, to get into touch with the best importers, and to study the demand of the consumers. If it be impossible to send a man, then samples of popular footwear should be purchased locally and sent to Canada to be copied. This office would, if requested, undertake such a duty. If the Canadian manufacturer can compete with the United States makers, and even the British, he has assured for many years a natural outlet for his product. It is practicable, but it requires qualities of a high order to make it a success.

DANGER OF SHIPMENTS WHEN NOT DRY.

It would be advisable when forwarding leather or boots or shoes, which have to cross the equator, to put a request on the boxes that these should be stowed away from the boilers. This is specially necessary where goods have been shipped that are not absolutely dry.

	1909.	1908.	1907.	1906.
	£	£	£	£
Enamelled, Morocco and Patent Leather—				
United Kingdom..	1,784	2,006	1,912	2,705
United States of America..	6,709	5,831	5,325	6,075
Total..	8,588	7,963	7,819	8,941
All other kinds in the piece—				
United Kingdom..	63,437	58,200	69,145	65,497
Canada..	947	915	2,324	2,652
New South Wales, South Australia and Victoria..	60,267	48,849	71,380	57,997
Germany..	1,078	1,200	729	1,350
United States of America..	3,424	3,127	9,241	13,227
Total..	129,486	112,892	153,329	142,727
Manufactures N.O.D—				
United Kingdom..	53,878	46,505	50,416	60,990
Germany..	11,387	9,851	9,692	10,174
United States of America..	1,172	1,113	1,212	1,608
Total..	67,574	58,931	62,311	74,910
Saddlery and Harness—				
United Kingdom..	37,366	32,743	40,220	73,100
United States of America..	267	402	564	1,428
Total..	38,012	33,611	41,756	76,286

BOOTS AND SHOES.

Men's—				
United Kingdom..	470,234	464,440	......	......
Canada..	110	39	......	......
Austria..	2,525	2,207	......	......
Germany..	2,078	2,182	......	......
United States of America..	19,778	18,861	......	......
Total..	495,700	490,779	......	......
Women's—				
United Kingdom..	248,061	234,202	842,249	964,547
Canada..	2	34	81	420
Austria..	9,941	16,090	23,758	32,752
Germany..	3,697	4,030	9,275	16,806
United States of America..	10,830	11,563	23,447	27,492
Total..	275,018	268,004	209,640	1,057,582
Children's—				
United Kingdom..	131,629	139,329	......	......
Canada..	6	1	......	......
United States of America..	2,311	843	......	......
Total..	135,490	141,418	......	......

Machinery.

BANDS AND BELTING.

The various kinds of belting imported into South Africa are composed of leather, balata, cotton, duck, and rubber. The largest share of this trade is held by the United Kingdom, although as will be observed the United States enjoy a substantial portion. Rubber belting is only used up to a width of 4 inches, but there is not much future for it, as it is adversely affected by the climate. Some United States prices for this style are given below. There is a certain amount of cotton duck belting consumed, but the most of the business is in balata and leather, especially the former of

these two. Balata is greatly employed on the Rand; in the mines there are some immense conveyor belts in use. The United States ships all classes of belts to this market, principally rubber and cotton duck. Some balata also comes in.

It is said that some of the best known British brands are not made by the exporters but only for them. A complaint against these is that the shipments are not consistent in the degree of hardness or quality. Consequently it is difficult to estimate the amount of stretching which each particular shipment will show. Some samples of Canadian leather belting shown to several importers were pronounced 'as good as the best,' and 'the very best ever seen.' As there are so many brands on the market it has been difficult to interest merchants in the Canadian article.

Quotations—

	2-ply.	3-ply.	4-ply.	5-ply.	6-ply.	7-ply.
	cts.	cts.	cts.	cts.	cts.	cts.
1-inch	7	9	11	..	..	..
1½-inch	11	13	15	19	..	..
2½-in	18	22	26	32	39	..
3-inch	22	26	31	38	46	..
4-inch	30	34	42	52	63	73

Another belting is woven waterproof, quoted as follows:—

Width and Inches.	2-in.	3-in.	5-in.	8-in.	12-in.	18-in.
Single	$0 48	$0 72	$1 20	$1 90	$2 88	$4 32
Double	0 72	1 08	1 80	2 88	4 32	6 48

Discount, 80 per cent.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	103,066	86,784	63,726	With Machinery N.O.D.
United States	26,707	15,363	7,107	......
Totals	130,991	102,784	71,971	......

CRANES, ELEVATORS AND LIFTS.

The business in cranes, elevators and lifts is almost entirely in the hands of the United Kingdom. It will probably be difficult for other countries to cut in. In any case Canadian manufacturers do not appear to be interested in it to any extent, and even if they were, their prices cannot compete with the British.

ELECTRICAL MACHINERY.

The sale of electrical machinery is largely a matter of price, quality and reputation, no particular country being favoured, as may be seen by the statistics. Although the majority of the mining men on the Rand are British, there are also many Americans and Germans. It is more than probable that when contracts are being given out, the man who has the placing of this trade, favours his own country wherever practicable.

FIRE ENGINES AND APPLIANCES

Engines come almost entirely from Great Britain, and are supplied by two firms.

One of these firms advertises extensively and keeps a stream of literature passing into the hands of those likely to be interested in fire engines and appliances. The best people to whom to send these are the town engineers of the large municipalities, and also the firemasters.

It may be mentioned that the installation of sprinklers is extensively practised in large establishments for the prevention of fires.

TRACTION ENGINES.

Traction engines are entirely British owing to the good name which their makers enjoy, and also for the reason that they are able to lay them down here at a lower price than can the United States exporters.

STEAM AND SUCTION HOSE.

Steam and suction hose, as classified by the Customs Department, includes all that which is used with machinery, and rock drills. The rock drill hose comes out in 50-foot lengths in sizes of 1-inch, 1⅛-inches and 1¼-inches. It is largely British, although the United States sell a certain amount.

MANUFACTURING MACHINERY.

Manufacturing machinery may be anything not included in the above sections. It may include flour milling machinery, but the Customs Department here did not seem to be certain of this. In any case it would include machinery for sugar mills, of which a good deal has been coming in lately. The latter is entirely British, as in this particular line no other country has a possible chance.

MINING MACHINERY.

Most of the mining machinery comes from the United Kingdom. Nearly all of the battery stamps are purchased there, other countries seemingly not being able to compete in these successfully. The imports from the United States are made up principally of winding engines, rock drills, air-compressors, tube mills and pumps. Canada at the present time is not in a position to compete, but may later on. The field is wide, and as may be seen the figures for last year represent a large increase over 1908.

MINING BUCKETS AND TIP TRUCKS.

In mining buckets and tip trucks the British makers appear to supply the largest proportion of such goods to the Rand mines. In Natal a fair number of trucks are used by the coal mines and sugar mills.

ENGINE PACKING.

The trade for 1909 was about evenly divided between the United States and British manufacturers, with £5,000 as Germany's share. The best and most favourably known brand of engine packing is from the United States. Its quality is good and it appears to have an excellent reputation.

In packing, there is a large demand for that made from asbestos or from a composition of asbestos. In this classification is included boiler covering, which is almost entirely composed of pure asbestos. As Canada produces the greater portion of asbestos consumed in the world, it seems singular that so little of this commodity comes from there. However, it has been stated that the prices ruling in the Dominion on the manufactured article are too high to compete in this market, and that the British and United States shippers are able to undersell the Canadian. Engine packing is sold under brands, of which there are a fair number on the market.

PRINTING AND BOOKBINDING.

In printing and bookbinding machinery, Canada seems to be doing practically nothing. Canadian linotype machines are excellent. There are a number in use in

this country and they appear to be giving every satisfaction. There would appear to be some sort of a ring controlling this class of machinery, and perhaps, owing to this, the Dominion is prevented from competing.

SAWING MACHINERY.

Owing to the lack of forests in South Africa, not much future is promised for sawing machinery. Occasionally a plant is required to set up in some of the small forests that exist, but at the same time the industry is not one of importance. Still there is no reason why Canadians should not have a share of what little business there is. Agents should secure full information, to enable them to quote on contracts, for which tenders are called.

WATER-BORING.

The United States have a half share of water-boring business. Owing to the necessity for water and the assistance rendered to farmers by the government in recent years to obtain this, boring for water has become popular. To compete in this class of machinery, a representative would be necessary to look over the field, and to secure able and practical agents. It is impossible to arrange a machinery agency by correspondence, or at least most difficult.

MACHINERY.

	1909.	1908.	1907.	1906.
	£	£	£	£
Battery Cloth—				
United Kingdom	28,097	35,211	30,032	......
United States of America	255	286	77	......
Total	29,461	36,272	30,148	With Machinery N.O.D.
Cranes, Elevators and Lifts—				
United Kingdom	19,117	11,421	23,031	18,666
United States of America	1,981	2,534	3,116	2,445
Total	21,278	15,407	26,637	22,097
Electrical—				
United Kingdom	110,941	122,991	98,173	125,895
Germany	103,471	108,077	22,393	27,572
United States of America	45,475	36,334	33,962	47,638
Total	260,890	268,658	156,231	202,648
Engines, Fire and Appliances—				
United Kingdom	13,513	5,677	14,681	15,867
United States of America	2,934	1,244	3,112	6,011
Total	16,503	6,990	17,883	21,955
Engines, Traction—				
United Kingdom	2,405	3,337	......	......
United States of America	52	......	......	......
Total	2,457	3,337	......	......
Hose, Steam and Suction—				
United Kingdom	10,146	9,962	......	......
United States of America	4,322	3,240	......	......
Total	14,588	13,274	......	......
Manufacturing—				
United Kingdom	91,252	77,265	126,321	54,093
Canada	176	56	30	......
Germany	12,869	7,143	16,065	3,847
United States of America	8,738	8,386	11,967	7,365
Total	116,478	97,948	156,573	68,150
Mining—				
United Kingdom	673,312	516,198	570,504	467,465
Canada	63	......	......	......
Germany	114,071	93,799	48,782	45,964
United States of America	161,181	98,390	136,471	187,152
Total	957,605	715,186	773,659	712,495

	1909.	1908.	1907.	1906.
	£	£	£	£
Mining Buckets and Tip Trucks—				
United Kingdom..	32,698	17,267	28,319	With Machinery
Germany..	11,169	8,456	35	N.O.D.
United States of America..	210	59	250	......
Total..	44,112	25,808	28,604	......
Packing, Engine—				
Canada..	122	50	......	......
United Kingdom..	18,414	16,100	19,285	29,097
Germany..	5,095	2,135	2,870	3,018
United States of America..	18,097	11,613	9,113	9,423
Total..	42,031	30,212	31,978	42,660
Printing and Bookbinding—				
Canada..	62	37	......	......
United Kingdom..	16,044	11,006	10,578	15,149
Germany..	1,013	1,531	1,217	359
United States of America..	6,315	3,377	5,808	3,033
Total..	23,709	16,131	18,663	19,066
Sawing—				
United Kingdom..	2,432	2,072	2,384	2,075
United States of America..	1,022	257	325	494
Total..	3,613	2,684	2,999	2,860
Water-Boring—				
United Kingdom..	26,087	52,678	67,298	54,414
Germany..	2,938	2,904	6,069	8,100
United States of America..	24,587	58,285	58,756	91,394
Total..	53,868	117,304	132,717	156,427

Oilman's Stores.

BLACKING.

Blacking includes both brown and black boot polishes. The most popular brand on this market can only be purchased through local agents. In Durban this polish is quoted at 3s. 6d. per doz. tins. There is a certain demand for another polish which is quoted at 1s. 3d. per doz. No. 4 tins.

One of the best known metal polishes is quoted f.o.b. London at 61s. per gross of 1-pound tins, and 39s. per doz. of 7-pound tins.

BLUING.

The most popular blues on this market are entirely in the hands of the United Kingdom. These are quoted locally at 7s. 6d. per box, to be purchased through local agents.

STARCH.

The most popular brands of starch are quoted in 5-pound boxes at 22s. 6d. per case f.o.b. London; and in 5-pound packets at 16s. 6d. per case f.o.b. London.

SAUSAGE CASINGS.

Sausage casings come from the United States principally. Canada is credited with £1,100 for last year, although it is not known to this office from which source they have come. As far as can be judged a Chicago firm is the best known exporter of this commodity. The sample shipments of Canadian casings which have come into this country have given excellent satisfaction in quality and price, but in size they are too wide. If the Canadian packers could ship in the same widths there is no reason why a larger share of this trade should not go to them.

	1909.	1908.	1907.	1906.
	£	£	£	£
Blacking—				
United Kingdom..	34,018	31,282	26,903	19,525
Total..	35,036	32,651	28,421	20,854
Blue—				
United Kingdom..	1,786	1,396	1,178	2,052
Total..	3,006	2,097	2,084	3,113
Resin and Rosin—				
United States of America..	6,208	4,477	4,799	2,542
Total..	7,771	4,822	4,877	3,127
Sausage Casings—				
United Kingdom..	1,298	With Oil	With Oil	
Canada..	1,110	Stores	Stores	
United States of America..	6,072	N.O.D.	N.O.D.	
Total..	9,138	......	......	......
Starch—				
United Kingdom..	20,101	17,822	16,255	18,642
Belgium..	2,900	2,326	1,927	1,542
United States of America..	523	477	397	690
Total..	25,351	23,011	20,653	22,635

Oils.

POSSIBILITY FOR FLAX SEED OIL.

The figures for a number of classes of oils have been included more for the purpose of making this report complete than any other. Unless it be with the exception of linseed and lubricating oils, which together amounted last year to £135,000, it is unlikely that Canadian exporters will be interested in this item. Now that Canada is growing flax seed so largely, it may be that in future she will come into this trade.

The quotations for certain classes of oil, delivered to buyers at Durban follow. The loss by leakage is not assumed by the company quoting, the margin of profit being professedly too small to allow of it.

Red engine oil No. 1..	10/—
Red engine oil No. 2..	9/1
Rex engine oil..	11/4
Machine oil..	15/6
Gas engine oil..	12/11
Heavy bearing oil..	8/1½
Zoo cylinder..	11/8
Royal cylinder..	20/6
Colza oil..	9/6
Special dynamo..	9/1½

The above prices are per case containing two tins of five gallons each, United States measure.

Barrels—	
Heavy bearing oil..	0/8½
Red engine oil..	0/9½
Zoo cylinder..	1/0⅛
Brick oil..	0/6⅜
Colza oil..	0/9½

These prices are per gallon, United States measure. All the above prices include cost, insurance, freight, duty, landing and cartage to store.

	1909.	1908.	1907.	1906.
	£	£	£	£
Cotton Seed—				
United Kingdom..	5,558	2,028	1,997	1,281
United States of America..	8,324	17,462	13,127	8,008
Total..	13,882	20,461	15,659	9,487
Fish, Train and Blubber—				
United Kingdom..	595	333	288	307
Canada..	......	44	......	26
South Shetland Islands..	13,200	......	......	......
Total..	14,785	533	553	393
Lard—				
United States of America..	2,795	3,766	5,863	845
Total..	2,907	4,005	6,053	4,739
Linseed—				
United Kingdom..	31,967	25,722	22,327	23,502
Total..	32,095	26,492	22,653	24,285
Lubricating—				
United Kingdom..	20,991	19,686	......	......
Canada..	5	6	......	......
Germany..	3,639	813	......	......
United States of America..	78,964	65,155	......	......
Total..	103,771	86,015	......	......
Motor Spirits—				
Dutch East India Islands..	800	......	......	......
United States of America..	25,115	with other Mineral.		
Total..	26,258	......	......	......
Paraffin—				
Dutch East India Islands..	10,875	9,207	15,279	13,981
United States of America..	223,780	249,303	173,450	273,266
Total..	234,712	259,180	188,822	287,436

Packing Material.

The figures for packing material are small and not important; they probably refer to such materials as 'Excelsior' for which inquiries have been received from Canada. This, as may be seen, comes from the United Kingdom. The business is small.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	1,716	669	......	......
Total..	2,544	2,362	......	......

Paints and Colours.

The trade in paints and colours is very considerable and, except for water paints, it is almost entirely in the hands of the British makers. Most of the painters are either English or Australian. They rarely buy their paints mixed, but purchase the stainer, which is a paste, and mix it with the white lead and linseed oil to make their colours.

The trade in stainers is divided among a large number of English makers, not one of whom seems to be better known than another. One British firm does not keep a permanent agent over here, but sends out a representative once a year, who does the country thoroughly, going round to all the large towns and calling upon the master painters as well as the dealers. He does not as a rule sell to the master painters, his business being to interest them. In the event of an order being taken, however, commission would be paid to the merchant from whom the painter usually purchases his goods.

VARNISH MOSTLY BRITISH BRANDS.

The British makers have the greatest part of the varnish trade in their hands, particularly when this commodity is required for the better class of work. There is a cheap United States copal varnish imported quoted at 80 cents per gallon f.o.b. New York.

The following is a list of some recently accepted tenders for varnish for the Cape Government railways:—

—	Mr. F. S. C————, Cape Town.		K———— & Co., R————, England.	
	No. of Gallons.	Rate per Gallon d–d ex ship, Cape Town.	No. of Gallons.	Rate per Gallon d–d f.o.b. London.
		s. d.		s. d.
Common Black Varnish	345	3 9	350	4 6
Black Japan	100	14 6	100	13 6
Pale Carriage	745	15 6	745	15 6
Durable Body	295	21 6	295	21 0
Engine Copal	140	14 0	130	13 6
Gold Size	375	9 0	370	9 6

—	Messrs.————Birmingham.	
	No. of Gallons.	Rate per Gallon delivered f.o.b. any British Port.
		s. d.
Common Black Varnish	345	2 3
Black Japan	105	12 6
Pale Carriage	745	14 6
Durable Body	290	20 6
Engine Copal	130	12 6
Gold Size	375	8 0

NEARLY ALL UNITED STATES TURPENTINE.

Turpentine is practically entirely from the United States.

A large demand exists for cheap ready-mixed paints in 1-lb., 2-lb., 4-lb., and 7-lb. tins. Of the cold water paints, one of the best known is made by a New York company. It is said to be most difficult to compete against them, their product being of high quality, and splendidly advertised. It is said that painters have confidence in this article.

Amongst specialties, one brand of enamel, made in New York, has a fine reputation in this market. All good dealers stock it, and it commends itself particularly to them on account of the enterprising way in which it is pushed, the excellent advertising matter which accompanies it, and the very attractive way in which it is put up. The tins are of good design, pleasing to the eye, and come packed in strong cardboard boxes carefully labelled. The result of such attention is that it looks always neat and clean on the shelves of the retail stores, and is a constant source of satis-

faction to the dealer. One dealer expressed his opinion that these methods and system left nothing to be desired. They were in fact the very best that came under his notice, and in every way won the confidence of the merchants. The success of this firm is an example of what can be accomplished by good business methods, courtesy and attention to details.

PAINTS AND COLOURS.

	1909.	1908.	1907.	1906.
	£	£	£	£
Ochre—				
United Kingdom..	7,047	6,747	5,319	6,249
Total..	7,064	6,755	5,328	6,267
Turpentine—				
United States of America..	12,260	13,879	15,473	17,930
Total..	12,811	15,324	16,295	19,015
Varnish—				
United Kingdom..	18,605	12,971	15,149	18,874
United States of America..	912	870	919	1,177
Total..	20,320	14,444	17,113	21,636
Water Paints (Distempers)—				
United Kingdom..	3,144	3,749	......	......
United States of America..	3,573	3,148	......	......
Total..	7,708	7,146	......	......
Paints and Colours, N.O.D.—				
United Kingdom..	73,325	60,653	71,474	83,337
Germany..	2,711	1,900	1,494	1,605
United States of America..	6,800	6,150	10.061	12,280
Total..	85,663	71,347	85,384	100,013

Paper and Manufactures.

PAPER BAGS.

It is difficult to understand why the Dominion, producing annually vast quantities of paper, should not be able practically to control the trade in such an article as this. It is anomalous that Great Britain, which does not produce a pound of pulp, should be able to supply three-quarters of the imports of this commodity. The greater portion of the balance comes from the United States. As this is a substantial item, it is hoped that if there are any factories in the Dominion producing paper bags, their attention will be directed to it, in the hope that they may be induced to compete. The same remarks apply to wrapping paper. The figures for wrapping paper, added to those of paper bags, make a total of over £79,000, a considerable sum, and one that Canadian manufacturers cannot afford to neglect.

WALLPAPER.

The demand in wallpaper is for rolls made up in English sizes, namely 21-inch by 36 feet. The United States and Canadian sizes are 18 inch by 48 feet. In spite of the greater length it is very difficult for dealers to obtain a higher price for the United States article than the British, the people being accustomed to a certain size and price. Another argument urged against the United States make is that being narrower, it requires more labour to hang it. It will be seen that in 1906 the imports from the United States amounted to £1,953, but since then the trade has been practically killed. In that year one of the large United States factories sent a salesman over to South Africa, who succeeded in disposing of goods to this extent. Since then, however, the objection of the dealers seems to have taken root, with a result which may be seen by a reference to the statistics.

As the trade is of some importance and is likely to increase, in fact the current year should exemplify this in a substantial manner, it seems unfortunate that the

Canadian manufacturers cannot or will not conform to the English size. If they could do so, at least three-quarters of the business should be diverted into their hands, as their paper is most favourably known in this market. It is stated that Canadian patterns are very much finer and more pleasing to the eye than the British.

PRINTING PAPER A CANADIAN MONOPOLY.

As far as one can judge, the bulk of the trade in printing paper for newspaper work goes to the Dominion. It is hard to know of just what the £68,000 credited to Great Britain consists. Canadian paper is said to be brittle and rather coarse, but on the whole seems to give excellent satisfaction. The use of it might be increased among the weekly, semi-weekly and tri-weekly journals of the smaller towns, to whose attention up to a year ago it had not been forcibly brought.

	1909.	1908.	1907.	1906.
Paper Bags—	£	£	£	£
United Kingdom	22,309	20,974	20,368	18,765
United States of America	5,614	2,972	3,336	3,374
Total	29,650	25,561	24,828	23,745
Hanging or Wall—				
United Kingdom	25,890	23,768	21,233	29,202
Germany	2,954	2,888	3,497	7,249
Total	29,824	27,207	25,353	40,039
Printing—				
United Kingdom	68,994	64,909	81,572	81,924
Canada	34,149	34,709	19,052	11,929
Germany	5,535	6,715	6,156	9,826
Sweden	2,639	3,383	1,822	1,083
Total	114,834	113,759	112,903	115,902
Wrapping—				
United Kingdom	12,998	14,272	11,933	13,657
Canada	......	10	......	......
Germany	8,545	7,794	8,761	7,110
Holland	4,200	1,397	409	241
Norway	4,198	2,952	1,896	2,514
Sweden	15,431	16,997	13,020	7,819
Total	49,883	47,909	40,312	37,951

Railway Material.

CANADIAN TENDERS FOR RAILS.*

The imports of rails show a very great increase in 1909 over the previous year. In conjunction with these statistics must be read those of the imports of government stores, from which it will be seen that there is an additional sum of £267,847, of which over £150,000 was credited to Russia. It is interesting to know that a Canadian firm competed against the Russians and were only a very little over them in price. It is said that the Russians on this contract paid only 12s. per ton for the ocean freight, and that they were able in this way to land the goods in South Africa below other competitors. It is to be hoped that when the railways are again in the market for a further supply of rails, that one of the rolling mills in Canada will be able to secure the whole or part of the order. It is very necessary for a rolling mill intending to compete in the South African market to have a reliable and enterprising agent to look after their local orders.

Whilst railway construction in South Africa can never equal the vastness of the Canadian operations, it is likely to go on steadily not only in British territory but also in Portuguese and German colonies. Of course Canadian mills would have no chance in the latter. Except on the through lines, the demand seems to be for a rather light rail.

* NOTE.—This section should be read in conjunction with that devoted to tramway material.

OUTLET FOR CANADIAN SLEEPERS.

The trade in railway sleepers is most substantial. In addition to the figures given in the ordinary statistics, a further amount of £77,394 is shown in the appendix devoted to imports of government stores. The regulations governing tenders for the supply of sleepers are stringent, in order to ensure that these arrive absolutely up to specification. Canadian exporters of this commodity, willing to conform to these, would be assured of a lucrative business. Sleepers apparently seem hard to obtain and dealers have stated to me that they would only be too glad to hear of some firm in Canada who could supply them with a quality that would pass government inspection.

Many of the sleepers now being laid down are of iron. Though the wooden ones are preferred, the difficulty of obtaining them has necessitated the employment of the other kind. The drawback to wood sleepers is their vulnerability to the attacks of white ants, which soon destroy them unless they have been carefully treated with preparations such as creosote. Not long ago an advertisement was inserted in the Government Gazette for 150,000 7-ft. x 10-in. x 5-in., and for 50,000 6-ft. 6-in. x 9-in. x 4¾-in.

	1909.	1908.	1907.	1906.
	£	£	£	£
Rails—				
United Kingdom	106,852	14,933	20,666	63,835
Belgium	43,725	148	1,388	1,678
Germany	47,091	14,367	33,067	7,005
United States of America	1,375	......	92	......
Total	199,044	29,448	55,907	73,271
Sleepers—				
United Kingdom	66,876	5,386	4,208	16,579
Belgium	19,713	......	187	127
Sweden	3,974	280	248	1,089
Total	92,971	12,050	15,378	21,190

LOCOMOTIVES FROM UNITED KINGDOM.

A large share of the locomotive business goes to Great Britain, and probably nearly the whole of it to one firm. There is an item of £3,773 to the United States in 1908, and one of £1,149 in 1909. These are probably for Mallett engines which were purchased from United States works. It is understood that these Mallett engines although very roughly built are doing excellent work on the heavy grades, and more of this pattern are to be built locally. In conjunction with the figures below, there is a sum of £15,248 for locomotives, included in the statistics, imports of government stores.

ROLLING STOCK INADEQUATE.

In addition to the figures given below for rolling stock is also an amount last year under imports for government stores, of £109,713. Owing to the great expansion of trade in the exports of maize and coal within the last two years, it was suddenly found that the supply of rolling stock on the railways, particularly the Natal division, was entirely inadequate to the demand. In consequence of this, large orders were placed in Great Britain for steel trucks, and high sided bogies. The specifications for all rolling stock, which includes locomotives, trucks and cars, can be obtained at the London office of the High Commissioner for South Africa. If blue prints are not available there, they can probably be obtained through this office, as has already been done in the case of several inquiries.

	1909.	1908.	1907.	1906.
Locomotives—	£	£	£	£
United Kingdom	5,406	7,729	11,382	15,347
Germany	1,937	1,196	2,934	434
United States of America	1,149	3,773	144	......
Total	8,492	12,698	14,460	15,781
Rolling Stock—				
United Kingdom	14,419	20,297	90,622	28,596
Belgium	9,150	......	......	512
Germany	10,985	12,889	18,873	5,819
Total	34,682	33,282	109,779	36,960

Sheep Dip.

The trade in sheep dip is substantial and likely to show an enhancement during the current year. In view of the fact that dipping is strongly recommended in the treatment of East Coast fever, it is likely that in the near future it will be much more extensively employed for this purpose.

	1909.	1908.	1907.	1906.
Sheep Dip—	£	£	£	£
United Kingdom	53,864	52,871	73,660	63,648
United States of America	13,666	11,469	5,689	4,657
Total	76,063	73,297	93,821	86,747

Soap.

The figures for the imports of soap are important—those for common brown for the last two years amounting to £350,000. These figures should soon commence to dwindle; a large factory at Durban is building to supply the large South African trade, and it is said part of the eastern.

Of the common brown soaps, the best known is quoted c.i.f. Durban at 28s. per case of 10 doz. bars.

The United States export a fair amount of soap, but as may be seen, it is principally of the toilet variety.

	1909.	1908.	1907.	1906.
Common Brown—	£	£	£	£
United Kingdom	159,229	183,278	187,072	216,641
South Australia	3,166	146	......	......
United States of America	1,012	1,297	808	874
Total	163,919	187,932	190,903	220,970
Toilet—				
United Kingdom	27,767	24,799	22,673	24,489
United States of America	5,799	8,101	6,943	5,248
Total	34,724	34,126	30,461	31,224

Sporting Goods.

(See Miscellaneous.)

Stationery and Books.

CARDBOARD BOXES.

Canadians are entirely out of the trade in cardboard boxes though one would think that with their vast resources of pulp material, they would have been foremost in anything connected with paper. Endeavours to interest Canadian manufacturers in cardboard boxes have been fruitless.

ONLY ONE CANADIAN MAKE OF TYPEWRITERS.

Only one Canadian machine comes into this market. The import figures are very small. It is probable that the amount credited to the United Kingdom consisted of imports of these machines, which have been shipped to that country from Canada. However, a reference to the figures will show that the United States control the typewriter trade.

CARDBOARD BOXES.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	14,135	13,738	16,849	19,123
Canada	64	49	......	......
Germany	4,133	3,548	2,781	1,998
Total	18,918	18,287	21,672	22,612

PAPER—WRITING, TOILET, &C.

United Kingdom	29,039	......	......	......
Germany	3,325	......	......	......
United States of America	2,511	......	......	......
Total	36,582	With Stationery N.O.D.		

TYPEWRITERS.

United Kingdom	916	1,046	1,022	2,823
Canada	182	241	289	447
United States of America	16,737	9,382	10,152	......
Total	18,039	10,848	11,947	15,107

TYPEWRITER ACCESSORIES.

United Kingdom	555	175	......	......
United States of America	1,722	1,288	......	......
Total	2,299	1,466	......	......

Surgical and Dental Appliances.

The trade in surgical and dental appliances is not very large. With better times it is likely to improve. It is known that dental appliances are manufactured in Canada, but no inquiries have been received for surgical appliances. It is said that the British and United States firms each excel in the manufacture of certain classes of teeth, but the latter make better looking goods.

The popularity of the instruments depends upon the user. As there is a good profit on this class of imports, the three per cent customs preference has very little influence upon the trade.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	14,415	......	......	......
Germany	1,429	......	......	......
United States of America	1,867	......	......	......
Total	18,066	......	......	......

Telegraph and Telephone Material.

The only other country except the United Kingdom that has any business in telegraph and telephone material that might be called important is Sweden, and that in instruments. The figures for this material have been included.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	11,930	3,068	3,890	6,161
Sweden..	1,536	540	1,225	1,635
Total..	15,119	4,542	7,076	16,198

Tobacco.

MANUFACTURED, N.O.D.

A very small amount of manufactured tobacco is coming into this country from Canada. The imports comprise cut plug exported from Montreal. Possibly this trade might be increased.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	3,819	3,792	4,387	9,629
Canada..	24	29	3	28
United States of America..	1,269	1,653	2,834	6,262
Total..	5,363	5,689	7,697	17,414

Materials for Tramways.

RENEWAL ORDERS FOR RAILS.

Under this heading would be included the rails used on municipal tram lines, and also those used by the mines, collieries and sugar estates. Not much increase in the business connected with the municipal tramways is expected as no new ones are projected. The only orders likely to result would be those from renewals of permanent way.

A fair trade is done in light rails for the mines and collieries, and in this it may be seen by the figures, Germany is supreme. The rails used by the sugar estates are of 16-lb. and 30-lb. weights, and are delivered to the buyers, Durban, at a price running somewhere about £6 10s. per ton. Canadian rolling mills desiring to work into the light rail trade should correspond with this office, as in connection with it there is a certain amount of confidential information, which it is not desirable to print in this report.

It is understood that the sugar estates will be in the market for large quantities of rails in about five to seven months.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	1,703	295	1,120	3,247
Germany..	16,196	23,359	10,781	28,450
United States of America..	1,884	2,403	3,836	5,112
Total..	19,793	26,183	17,184	40,373

ROLLING STOCK.

Under rolling stock would be included tram cars, and the trucks used on sugar estates. As may be seen, Germany here also has a considerable share of the trade, although this is only a small one. It is probably confined entirely to the sugar trucks.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	4,269	4,748	20,282	56,447
Germany..	2,338	3,412	5,901	16,494
Total..	7,410	8,576	26,573	26,409

Vehicles.

MOTOR CARS AND PARTS.

The motor car trade is an important one, and is likely to show this year a considerable increase over 1909. Below will be found a schedule, which specifies the makes of the different cars, and the number in use of each, in Johannesburg. This is given as motor cars are more generally employed in that municipality than in any other.

On the Rand there is a large demand for cars which will seat two passengers, and which can be sold at a reasonably cheap figure for use by doctors and mining merchants, &c. One Canadian car at present is imported, of which there are a considerable number in use in this country. Manufacturers should endeavour to send out a representative to study the local market and to form suitable connections. Apart from the running efficiency of the car and the price at which it can be sold, much depends upon the class of agent and his ability as a salesman.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	91,309	53,591	54,307	43,955
Canada	8,708	5,350	3,829	281
Belgium	6,848	6,026	7,091	1,130
France	32,431	11,847	23,048	26,502
Germany	18,346	6,806	14,949	20,612
United States of America	16,675	1,203	1,395	4,508
Total	174,811	85,882	105,484	99,575

BICYCLES, TRICYCLES AND PARTS.

	1909.	1908.	1907.	1906.
United Kingdom	165,857	109,881	111,653	157,901
Germany	6,954	5,938	6,042	7,726
Total	175,666	117,938	122,113	172,626

MOTOR BICYCLES AND PARTS.

	1909.	1908.	1907.	1906.
United Kingdom	10,085	6,823	5,417	5,712
Germany	2,144	2,808	5,251	5,247
Total	12,912	10,781	12,050	14,667

CARRIAGE MARKET WORTH INVESTIGATION.

So much has appeared in the Weekly Report about carriages that it would seem to be unnecessary to refer again to the subject. Still this report would be incomplete without mention of so important a subject. The total imports for the year of £28,494 is a considerable item, and are likely to show a substantial increase during the current year. Canada's share of the carriage trade last year was very much less than that of the United States. The only way to account for this is doubtless the superior enterprise of the United States manufacturers. It is highly necessary for Canadian makers to send representatives to this market, to explain the selling features of their goods. The United States makers do this, and it may be assumed with beneficial results to themselves. They advertise their vehicles in the journals and press, and altogether push their business in an energetic and systematic manner.

Canadian manufacturers can turn out as well made a vehicle as the best, and very much better than some that come into this market from the United States. As a matter of fact the figures might be reversed.

UNSEASONED WOOD USELESS.

Canadian manufacturers must endeavour to realise the conditions which prevail in this country—very dry atmosphere away from the coast, and exceedingly rough roads. The atmosphere will rapidly dry out any wood that is not thoroughly seasoned.

The roads are not only rough and rocky, but they not unfrequently dip very sharply into declivities and 'drifts,' thus causing a very heavy strain upon the iron parts joining the shafts or pole to the fore-axle. Manufacturers must try to imagine these conditions in order to appreciate just how their vehicles would act under such circumstances.

HINTS AS TO REQUISITE FEATURES.

Where carriages are intended for town use, they must be very well finished and the parts should be strong. With carriages intended for country use only, a very high finish is unnecessary, but the parts should be of the very best to stand the heavy wear and tear of the rural roads. In speaking of parts, it would be well to mention that it is most advisable that these be of wrought iron where feasible; for if they break, it is practically impossible to replace them locally. It can also be stated here that the colour most suitable for this latter class of vehicle is a natural wood, varnished and without any striping whatever. This shows the scratches less, and its renovation is cheaper to a farmer than where it is necessary to paint. Where vehicles are painted, it is better that the colouring be in quiet shades, fancy striping or scroll work to be avoided. Owing to the action of the atmosphere upon rubber, it is desirable that the hood be of good canvas rather than of this material. Care should be taken to see that the curtains fit snugly and that the button-holes are neatly worked. The hoods, or tents as they are called here, should be very securely fastened to the bodies of the vehicles intended for country use, as the oscillation due to the rough roads causes a heavy strain to be placed upon them. Fair to good material should be put into the seats, according to the cost of the carriage; it is better to charge a little extra than to spoil a job for a few shillings. One bad feature will very often blind a purchaser to the many other good ones.

MOVABLE SEATS AN ADVANTAGE.

Though not usually done, it is suggested that an extra pair or an extra set of staples be inserted in the inner side of the box to admit of the seat being shifted. Then it can either be placed fairly near the dashboard or at the inclination of the driver, can be moved back to the middle, or even in the case of buckboards, to the rear end of the trap. This is not really an important feature but in the hands of a good salesman it is an aid in selling a vehicle to a farmer. The plate supporting the back should be sufficiently strong to prevent the wood splitting in this dry country.

Nails should never be used where avoidable; when the wood becomes dry, they invariably shake out. The employment of bolts is strongly recommended, and where there is apt to be a strain, it would be as well to screw on a second nut. The body of the vehicle carrying the hood should be well stayed, otherwise it becomes shaken to bits by the oscillations of the wheel.

POLES FREQUENTLY TOO HEAVY.

Many of the poles which come out here on Canadian vehicles are much too heavy. It must be borne in mind that the horses in this country are light, and for country use small mules are largely employed. They must be strong but should not contain unnecessary weight. A practical carriage builder states that a pole sufficiently strong for a vehicle to carry about 1,200 lbs. need not be more than 2¼-in. x 2-in. at the whiffletree or splinter bar, and about 1¾-in. at the point. The draught, that is the splinter bar, should be brought back as far as possible, and should be as close to the fore wheels as practicable, care being taken that the stay of the pole does not catch the under carriage when turning. But to overcome this, the couplings at the eyes

could be thrown down. As four animals are quite often used, it is consequently necessary to attach the swingle trees of the leaders to the pole. The most suitable attachment is the ordinary small crab. As there is a good deal of wear upon the springs, the connecting bars for these might be of steel, as malleable cast fittings are too frail for ordinary purposes.

STRONG WHEELS NECESSARY.

The wheels of a vehicle to hold 600 to 800 lbs. ought to be 1⅛-inch and of the best material. Even if the 1-inch wheel be strong enough, the public in South Africa are so accustomed to heavy vehicles that they are afraid to trust to a light looking one. The best plan, therefore, is to recognize this characteristic and to put on wheels to suit their fancy. For vehicles carrying heavier loads slightly stronger wheels would be employed.

Dust caps are recommended for the hubs, as while possibly these may not be of much service, they have a good appearance, and make a selling feature to people who are not too well acquainted with carriage details. On most Canadian vehicles the wooden under-wagon is stayed with a thin flat steel plate, but on the best United States carriages it is noticeable that this plate is thicker, and has a cross groove running along it into which the tongue of the wooden parts fits, thus giving much greater stability and strength. The groove is very similar to that on the tread of a wheel, to which a rubber tyre has to be fitted.

WRAPPING OVER WET VARNISH.

A fault which has been pointed out on more than one occasion is that carriages are wrapped in paper before the varnish is dry. When the vehicles are unpacked, much of this paper is left sticking to the surface, and can only be washed off with difficulty. In some cases it has to be scraped off. There is absolutely no necessity for this, and it is hoped that it may not occur again. Before packing, every vehicle should be put together, if only very loosely, to ensure that no part is omitted, and that the whole fits together properly. This may give a little extra trouble, but for overseas trade, and to so distant a country as South Africa, it should in no case be neglected.

South African agents should be supplied with advertising literature. This could take the form of fairly large sheets, upon which could be included illustrations of from four to eight of the best selling vehicles. Attention could be drawn to a few of the selling points. It would also be an advantage if the reading matter were in Dutch as well as English. No trouble should be spared to acquaint local agents with every selling point, that they may be in a position to impress these upon their prospective customers.

VEHICLES MOST IN USE.

The vehicles most suitable to South Africa are top buggies, phaetons, surreys, buckboards or democrats, with and without hoods, to hold two or four people, or a load of from 700 to 1,400 lbs., respectively. There is also a demand for two-wheeled gigs, light delivery wagons and milk carts. When lamps are fitted, unless other kinds are specified, these will invariably be for candles, as this kind is most suitable to the country.

CARRIAGE BUILDING MATERIAL.

Taking it altogether, if one is to judge by the opinions expressed, the United States manufacturers turn out a higher class of carriage building material than do the Canadians. The above remarks apply particularly to hubs and spokes. Whilst

the prices for similar grades are about equal, those from the United States seem to have a superior finish, are smoother and look much better. The Canadian article has a coarser appearance and feels a little rough to the hand. It may be that the United States manufacturer sandpapers his goods or rubs them down with pumice stone before shipping.

Canadian rims and shafts seem to be satisfactory and are coming into the market. Some complaints are heard with regard to shipping rates. The lines running out of New York allow a rebate on bent goods, but on its being brought to their attention, the Canada-Cape line consented to make a similar concession.

There is likely to be a steady business in carriage building material. Now that better times have set in, a strong effort should be made to secure that portion of the trade which is at present enjoyed by the United States.

CARRIAGES AND CARTS AND PARTS THEREOF.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	6,193	6,715	9,478	22,104
Canada..	3,242	1,444	1,954	4,223
United States of America..	17,725	19,882	18,733	37,696
Total..	28,494	29,144	30,854	65,431

ALL OTHER WHEELED VEHICLES AND PARTS.

	1909.	1908.	1907.	1906.
United Kingdom..	2,238	7,999	14,693	12,154
United States of America..	2,329	4,911	8,844	5,511
Total..	5,138	14,045	25,295	20,095

PERAMBULATORS.

The British makers do the largest amount of the trade in perambulators. The perambulators in use here does not vary from that of any other country. It is largely a matter of price and style. No inquiries have been received from Canadian manufacturers; it is assumed, therefore, that none of them are interested in this market.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	6,454	With other wheeled vehicles		
United States of America..	1,393	"		"
Total..	8,320	"		"

WHEELBARROWS.

This trade is largely in the hands of the United States. The best known United States make is made both with wood and with steel pans. The best quality of wood is quoted at 81s. 3d. per dozen, and the second quality at 64s. 7d. per dozen, f.o.b. New York. These land into store here at 8s. and 8s. 10d. each, respectively.

The steel pan wheelbarrow best known out here costs 13s. 6d. f.o.b. New York.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	1,108	With other wheeled vehicles,		
United States of America..	2,669	"		"
Total..	4,132	"		"

Unmanufactured Wood and Timber.

ROOM FOR IMPROVEMENT IN CANADIAN METHODS.

There is much room for improvement in Canada's timber trade with South Africa, and no reason why the Dominion should not have almost the whole of that portion of the business which goes to the United States, except in so far as it is confined to

Georgia pitch pine. With the improvement which has commenced in the building trade, the South African imports of timber should show substantial increases during the next three or four years, as compared with last year.

To be successful in this trade, and this applies to all kinds of timber, it is necessary to send out the material absolutely up to specifications. The greatest care should be taken to ensure that the whole of the order is cut to the proper lengths. In fact great attention to detail is the prime factor in securing a reputation for exporters.

It is a matter of complaint that some mills send out coarse grained stuff, or a part of the order will be coarse grained and part of it fine. However, it is gratifying to know that some mills, and one in particular, have already built up an excellent reputation.

It will be seen that the greater part of the trade goes to the Baltic, the deals from there being said to be the best. It is stated that Canadian and United States deals do not stand this climate as well as the Baltic; if stacked for very long they are apt to split and warp. It is also said that Canadian exporters cannot supply the same variety of lengths, nearly all of theirs being 16 feet whereas the requirements are from 10 feet to 30 feet length.

Owing to the shortage of other kinds of timber, the imports of spruce are likely to increase, which will be of a decided advantage to Canadian lumbermen.

	1909.	1908.	1907	1906.
Teak—	£	£	£	£
India..	10,028	3,077	9,026	11,362
Total..	10,398	3,732	10,467	12,430
Other—				
Canada..	21,778	16,299	21,460	20,494
Australia..	14,695	11,727	15,494	18,332
Norway..	28,809	19,459	25,637	24,214
Sweden..	180,194	152,105	117,883	164,504
United States of America..	120,230	90,474	104,575	89,006
Total..	375,788	300,095	292,144	332,376

OTHER, PLANED AND GROOVED.

The Canadian share of this trade is probably confined almost entirely to what is classed as shelving. While some excellent material has come out to this market from the Dominion, there has also been much that is of very poor quality. Any mill which would guarantee to ship goods entirely up to specification, could be sure of building up a steady and lucrative trade.

	1909.	1908.	1907.	1906.
	£	£	£	£
Canada..	6,442	4,940	9,000	7,903
Sweden..	1,490	2,171	62,917	108,137
United States of America..	8,950	12,220	17,240	27,585
Total..	18,038	20,546	117,720	165,855

FLOORING AND CEILING FROM BALTIC.

Canada does not seem to be able to do anything in flooring and ceiling, practically the whole of the material coming from the Baltic. It is possible that later on, a little business may be done in maple flooring in some of the better class buildings, but this would have to be worked up through a commission merchant rather than through an importer of timber, as it probably would be too small a line to be taken up by the latter.

	1909.	1908.	1907.	1906.
	£	£	£	£
Norway..	15,445	14,830	......	......
Sweden..	74,118	64,832	......	......
United States of America..	2,819	5,244	......	......
Total..	95,078	85,453	(Included in planed and grooved.)	

Manufactured Wood.

EMPTY BOXES.

The trade in boxes is almost certain to be an increasing one, as there is very little material in this country suitable for this article. The reason for the increase is due to the number of new industries established and growing, which require boxes for the shipment of their goods, notably those devoted to fruit, jam, dynamite, candles and soap. The demand for butter boxes is also expanding. Up to the present it has been almost impossible to get quotations for boxes of any kind from Canada. As spruce is so eminently suited for butter boxes, it seems unfortunate that none of the mills seem inclined to cater for this class of trade. It would be necessary to secure this business to land a box here under the Australians, whose c.i.f. price is about 1s. 9d. a piece.

Many trade inquiries for boxes of all kinds have been sent in to the Weekly Report. In most cases specifications as to size have accompanied them. The greater number of these were published about the middle of last year.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	6,013	6,567	7,185	9,879
Australia..	1,371	623	42	172
Sweden..	33,481	34,655	28,190	36,324
United States of America..	472	418	650	995
Total..	45,947	46,385	40,157	56,238

HANDLES FOR PICKS.

Owing to the extent of the mining industry on the Rand there is a large demand for hammer handles. Up to the present it has been impossible to interest any Canadian exporters in this class of the business.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	4,452	......	......	......
United States of America..	7,891	......	......	......
Total..	13,520	With all other N.O.D.		

HANDLES ENTIRELY FROM UNITED STATES.

All the handles that come into this market are made by United States manufacturers. The best known makers send some axe handles out here quoted New York at 8s. 9d., less 45 per cent and 2 per cent.

The ——— Co. quoted axe handles at the following prices:—

30 to 36 inches..	$5 00 per dozen.
"Extra"..	4 10 "
No. 1..	3 25 "
No. 2..	2 10 "
No. A..	2 00 "

PICK HANDLES.

36-inch	$5 55 per dozen.
"Extra"	4 75 "
No. 1	3 25 "
No. 2	2 55 "
No. A	2 05 "

PICK HANDLES FOR COAL MINERS, 32 TO 34-INCH.

'——'	$3 70 per dozen.
'Extra'	3 15 "
No. 1	2 60 "
No. 2	1 85 "
No. A	1 60 "

WEDGE HANDLES FOR SLEDGE HAMMERS, DRILLS, MALLETS, &C.

Inches ..per doz.	24	28	32	36	40
'Extra'	$1 75	$1 90	$2 20	$2 45	$3 25
No 1	1 50	1 65	2 05	2 20	2 75

BLACKSMITH'S AND MACHINISTS ADZ-EYE AND ROUND-EYE HAMMER HANDLES.

Inches	13	14	16	18	22
'Extra'	$0 95	$0 95	$1 20	$1 35	$1 60 per dozen
No. 1	0 70	0 70	0 85	1 05	1 25 "

Discount 45 and 2 per cent off handles quoted f.o.b. at New York.

ALL OTHER N.O.D.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom	10,108	14,891	14,635	19,731
Germany	4,062	4,840	4,991	7,357
Sweden	4,017	4,389	8,397	8,983
United States of America	9,754	13,139	14,878	28,931
Total	31,615	39,401	46,172	72,897

Miscellaneous.

The articles mentioned below are put into the miscellaneous column. As the whole of the figures are given there are no comments to be made.

LINEN MANUFACTURES.

	1909.	1908.	1907.	1906.
	£	£	£	£
Hosiery—				
United Kingdom	5,386	8,675	27,190	22,569
United States of America	63	95	1,049	3,201
Total	5,849	9,293	34,138	29,279

SPORTING GOODS.

	1909.	1908.	1907.	1906.
United Kingdom	62,915	54,845	56,541	49,764
Germany	4,026	804	1,132	957
United States of America	8,808	2,275	1,787	1,622
Total	77,904	59,850	60,870	53,650

TALLOW AND STEARINE GREASE.

	1909.	1908.	1907.	1906.
Tallow—				
United Kingdom	3,429	3,121	1,408	3,146
Australia	32,246	18,544	13,036	7,135
Total	36,063	22,200	18,846	13,534
Stearine Grease—				
Belgium	2,202	5,094	......	......
Total	2,218	8,582	......	......

TAR AND KINDRED SUBSTANCES.

United Kingdom..	8,815	6,141	5,307	6,052
Canada..	199	......	......	1,310
Germany..	881	102	81	341
Total..	10,408	6,638	5,638	8,095

EMPTY CASKS.

United Kingdom..	1,855	......	......	......
Germany..	1,341	......	......	......
Norway..	1,345	......	......	......
United States of America..	861	......	......	......
Total..	5,936	......	......	......

HOUSES AND FRAMES.

United Kingdom..	4,914	10,556	5,999	9,160
Sweden..	8,211	8,682	10,807	20,389
United States of America..	15,740	11,882	14,508	22,210
Total..	30,314	33,728	37,638	66,868

MATCHMAKING MATERIAL.

United Kingdom..	3,765	......	15	134
Germany..	......	4,058	3,458	4,268
Sweden..	15,929	10,076	12,425	5,612
Total..	19,694	14,144	15,898	20,229

STAVES.

United States of America..	7,878	7,993	5,191	8,879
Total..	8,642	8,802	8,868	12,424

TOYS AND FANCY GOODS.

Toys—				
United Kingdom..	17,192	32,603	27,692	27,805
Germany..	32,862	33,583	37,552	34,743
United States of America..	1,249	2,108	1,716	2,277
Total..	52,786	75,461	73,378	71,925

TENTS AND TARPAULINS.

United Kingdom..	40,616	14,656	15,081	16,253
Total..	42,536	15,535	15,952	12,236

METAL CEILINGS AND LATHING.

The improvement in the building trade on the Rand has created a demand for metal ceilings, and is likely to extend to other parts of the country. Owing to the action of the sea air, metal ceilings are not popular about the coast. It is likely that for this year they will show a substantial increase in the imports over last.

At present the United States makers have the largest trade in this market, and undoubtedly enjoy the best reputation.

A fair import of metal lathing is used in connection with concrete reinforcement. Owing to the popularity of concrete reinforcements for use on the mines and in many buildings, there is likely to be an increased demand for this commodity.

HOUSEHOLD WARE.

A considerable trade is done in household utensils, such as refrigerators, washing machines, wash boards and various other articles. At the present time the United States has the largest share. The goods which they make seem to be more cleverly designed for the purpose for which they are intended. A tremendous number of wash

boards are used in this market; most of the work being done by coolies and Kaffirs, who are very destructive on these utensils, the waste is large.

Corn brooms are imported in large quantities from the United States and Canada. A grass filled broom with corn outside is being made at the Cape, and is cutting considerably into the foreign trade. Its wearing qualities cannot compare with the imported article and it is not likely to hold its success. The Cape Town article lands in Durban in 2, 4 and 5 tie at 14s. 9d., 16s. 9d., and 18s. 1d., respectively.

Carpet-sweepers are imported to a certain extent, but there is no large demand for this article.

Total Articles of Merchandise Imported.

	1909.	1908.	1907.	1906.
	£	£	£	£
United Kingdom..	15,813,332	13,741,579	14,772,435	16,938,323
Canada..	479,187	422,936	396,081	409,302
India..	795,156	754,668	796,381	691,897
Australia..	1,568,545	1,638,988	1,931,600	1,960,790
New Zealand..	124,371	111,405	71,275	106,970
Mauritius..	187,617	287,641	379,533	480,517
Total, British Empire..	19,169,126	17,160,146	18,517,825	20,745,459
Austria..	98,117	120,494	127,334	183,647
Belgium..	431,957	286,888	288,704	370,073
France..	465,457	296,158	448,581	520,680
Germany..	2,449,781	2,134,260	1,977,592	2,280,239
Holland..	418,162	368,192	357,623	345,529
Italy..	119,696	143,281	137,011	119,912
Norway..	123,553	106,125	108,579	122,277
Sweden..	410,146	362,050	313,559	425,765
Switzerland..	110,681	88,927	96,872	87,104
United States of America....	2,180,711	2,008,603	2,029,740	2,692,631
Brazil..	416,073	337,821	299,462	382,294
Total, Foreign Countries.. ..	8,014,727	7,278,120	7,379,522	9,114,213
Grand total, Merchandise.. ..	27,183,853	24,438,266	25,879,347	29,859,672
Imports for South African Government..	1,151,858	824,675	1,562,764	1,754,640
Specie—				
Gold..	1,475,391	930,763	....	....
Silver..	30,944	9,151	....	....
Copper..	10	....	....	....
Specie..	....	....	806,414	711,467
Grand total, imports..	29,842,056	26,202,855	28,266,525	32,325,779

Appendix I.

Government Stores Imports.

STATEMENT showing the Value of some of the Principal and Other Articles Imported into British South Africa for the use of the several South African Governments during the year ended December, 1909, distinguishing the countries of origin.

Articles and Country of Origin.	Total, British South Africa. £
Apparel and Slops—	
United Kingdom..	35,638
Germany..	78
Arms and Ammunition—	
Guns of one barrel—	
United Kingdom..	2,722
United States of America..	53
Gun Furniture—	
United Kingdom..	2,383
Cartridges and Cartridge Cases—	
United Kingdom..	20,336
Asbestos, Manufactured—	
United Kingdom..	1,011
Brushware—	
United Kingdom..	2,171
United States of America..	2
Total..	2,173
Canvas and Duck—	
United Kingdom..	6,643
Cement—	
United Kingdom..	9,929
Cordage and Rope—	
United Kingdom..	1,955
India..	1,829
Total..	3,784
Cork and Bungs—	
Total ..	42
Cotton Manufactures—	
Total..	5,161
Drugs and Chemicals—	
Apothecaryware—	
United Kingdom..	1,259
Total..	1,316
Disinfectants and Germicides—	
United Kingdom..	1,985
Total..	2,018
Electric Cables and Fittings—	
Cable and Wire—	
United Kingdom..	21,788
Fittings—	
United Kingdom..	4,956
Germany..	24
United States of America..	642
Food and Drink, Articles of—	
Total..	8,065
Furniture—	
All other, N.O.D. Total..	2,314

Articles and Country of Origin.	Total, British South Africa. £
Hardware and Cutlery—	
Axles, Brushes and Springs—	
United Kingdom	3,554
Bolts, Nuts and Rivets—	
United Kingdom	5,641
Fencing Standards—	
United Kingdom	13,991
Belgium	321
Germany	91
Fencing Wire—	
United Kingdom	28,651
Germany	676
Other Fencing Material—	
United Kingdom	7,762
Nails and Screws—	
United Kingdom	4,251
Tools—	
Total	2,572
Hardware, N.O.D.—	
United Kingdom	11,312
Total	11,666
Implements, Agricultural—Total	1,407
India Rubber—	
United Kingdom	3,241
Iron and Steel Manufactures—	
Bar, Bolt and Rod—	
United Kingdom	11,770
Girders, Beams, Joists, &c.—	
United Kingdom	9,234
Pig and Ingot—	
United Kingdom	3,798
Pipes, Piping and Fittings—	
United Kingdom	10,690
Plate and Sheet, Plain—	
United Kingdom	5,758
Galvanized and Corrugated—	
United Kingdom	1,976
Milled, Rolled or Cast, N.O.D.—	
United Kingdom	1,735
Lampware—	
United Kingdom	1,307
Total	1,346
Leather and Leather Goods—	
Boots and Shoes—	
United Kingdom	6,616
Saddlery and Harness—	
United Kingdom	3,912
Other (in the piece)—	
United Kingdom	1,744
Manufactured, N.O.D.—	
United Kingdom	1,431
Machinery—	
Cranes and Elevators—	
United Kingdom	3,249
Electrical—	
United Kingdom	11,103
Germany	717
United States of America	1,069
Total	12,889
All other kinds, N.O.D.—Total	21,003
Oilman's Stores, N.O.D.—United Kingdom	1,603

Articles and Country of Origin.	Total, British South Africa. £
Oils—	
Lard—	
United States of America	728
Linseed—	
United Kingdom	1,962
Lubricating—	
United Kingdom	5,520
United States of America	1,073
Total	6,593
Mineral—Paraffin—	
United States of America	4,205
Paints and Painters' Goods—	
Painters' Goods, N.O.D—	
United Kingdom	6,149
Germany	15
Total	6,164
Paper—	
Printing—	
United Kingdom	10,838
Total	11,283
Railway Material—	
Rails—	
United Kingdom	117,041
Russia	150,806
Total	267,847
Sleepers—	
United Kingdom	40,617
Total	77,394
Stationery and Books—	
Paper, Writing, Toilet, &c.—	
Total	7,653
Surgical and Dental Appliances—	
Total	1,050
Tar and Kindred Substances—	
Creosote—	
United Kingdom	6,448
Telegraph and Telephone Material—	
United Kingdom	25,855
Total	26,357
Tents and Tarpaulins—	
United Kingdom	19,213
Wood, Unmanufactured—	
Pine—	
Canada, Dominion of	236
Sweden	9,298
United States of America	3,457
Total	12,991
Wood, Planed and Grooved—	
Flooring and Ceiling—	
Sweden	1,515
Total by Countries—	
Total British Empire	934,677
Total Foreign Countries	217,181
Grand total	1,151,858

APPENDIX II.

Imports by Categories.

RETURN showing the Value of the Imports into British South Africa for the Four Years 1906-1909, grouped under Industrial Headings, and distinguishing the Principal Articles in each Class.

Articles by Groups.	1906.	1907.	1908.	1909.
	£	£	£	£
A. ANIMALS, LIVING	213,356	120,294	72,974	79,889
B. AGRICULTURE: ARTICLES FOR USE IN.				
(Exclusive of Agricultural Machinery.)				
Fodder and Forage	41,107	20,210	5,558	4,179
Implements of all kinds	198,087	224,320	197,554	345,858
Manures and Fertilizers	51,552	60,163	65,226	68,566
Plants, Bulbs and Trees	13,621	11,923	3,188	3,418
Seeds	21,217	38,801	29,207	31,215
Sheep Dip	86,747	93,821	73,297	76,063
Total	412,331	449,238	374,030	529,299
C. FOOD AND DRINK, ARTICLES OF.				
Agricultural and Garden Produce—				
Coffee, Raw and Roasted	489,358	387,642	395,016	460,214
Corn and Grain (including Malt)	1,208,980	1,002,200	1,019,459	901,555
Flour and Meal	695,007	620,297	684,886	681,729
Fruit, Fresh (including Nuts)	63,000	61,875	48,002	37,771
Fruit, Dried or Preserved and Dates	97,813	78,472	58,164	62,012
Rice	332,287	389,634	358,500	344,100
Sugar and Sugar Products	694,126	632,507	595,823	494,728
Tea	221,023	216,753	218,121	201,394
Vegetables, Fresh	62,042	22,730	33,696	36,201
Vegetables, Preserved	56,166	29,929	21,988	25,204
DAIRY PRODUCTS—				
Butter and Butter Substitutes	603,191	411,246	437,312	264,998
Cheese	154,782	132,528	119,210	116,364
Milk, Condensed	471,134	428,959	335,176	331,910
FARM PRODUCE (GENERAL)—				
Eggs, Fresh	75,643	70,277	50,231	50,767
Hams, Bacon and Salted Meats	205,269	230,318	187,541	203,716
Lard	45,627	49,079	42,642	53,303
Meat and Poultry (Frozen)	855,502	595,692	198,820	73,017
Meat, Preserved	174,329	82,495	76,487	89,980
MISCELLANEOUS ARTICLES OF FOOD AND DRINK—				
Aerated Waters	26,929	14,619	15,337	14,632
Ale and Beer	108,473	60,845	41,464	38,642
Biscuits and Cakes	104,345	76,499	62,943	56,669
Confectionery, Jams and Jellies	207,753	191,364	171,073	192,806
Fish, Fresh, Dried and Preserved	233,546	175,274	171,379	181,542
Pickles, Sauces and Condiments	74,126	66,657	57,876	63,931
Wines and Spirits	474,583	393,414	342,932	389,826
All other Food and Drink (N.O.D.)	375,896	360,597	318,194	356,249
Total Articles of Food and Drink	8,110,930	6,781,902	6,062,272	5,723,260

Imports by Categories—*Continued.*

Articles by Groups.	1906.	1907.	1908.	1909.
	£	£	£	£
D. RAW MATERIALS—				
Metals, Minerals, &c., Raw or Partly Mnf.—				
Brass and Copper	7,609	7,449	12,518	9,018
Coal and Coke	118,140	115,836	83,527	78,684
Iron and Steel	616,585	588,103	541,861	650,658
Lead	17,637	15,716	17,489	12,024
Quicksilver	15,377	14,910	26,193	25,816
Sulphur	30,033	38,483	50,733	43,417
Tar, Bitumen and Asphalt	16,284	9,158	13,519	17,479
Tin	21,834	28,303	24,987	26,559
Zinc	77,493	80,366	71,170	80,912
Nitrates	145,537	192,785	191,996	223,728
Total	1,066,529	1,091,109	1,033,993	1,168,295
OTHER RAW MATERIALS—				
Dye Stuffs	6,294	3,169	3,621	3,685
Glycerine for Manufactures	220,558	159,054	186,554	290,550
Hides and Skins	6,967	2,963	3,326	10,228
Hops	25,854	24,358	17,775	14,067
Horns	392	286	189	223
Leather, Unmanufactured	149,926	161,148	120,211	138,712
Stones, Marble, &c	45,180	24,476	17,339	13,200
Tobacco, Raw and partly prepared	57,507	45,450	50,964	52,445
Wax, Paraffin and Stearine	64,151	201,592	181,736	206,542
Wood, Raw and partly prepared	510,661	420,331	409,826	499,302
	1,087,490	1,042,827	991,541	1,228,954
Total, Raw Materials	2,154,019	2,133,936	2,025,534	2,397,249
E. MANUFACTURED ARTICLES—				
Furniture and other Articles for the Interior—				
(Exclusive of Hardware.)				
Basketware	9,223	7,333	7,524	12,403
Brushware	52,888	49,422	43,895	50,723
Clocks and Watches	32,740	39,710	37,519	49,213
Furniture of all sorts, including Carpets	559,756	368,993	302,436	366,743
Glass and Glassware	143,670	123,946	115,584	128,567
Lampware	59,976	32,950	31,202	33,738
Mats and Matting	11,482	10,311	11,645	14,109
Plate and Platedware	97,876	102,017	87,481	101,971
Total	967,611	734,682	637,286	757,467
Machinery (not including locomotives) and Articles in connection with—				
Antifriction Grease	35,857	39,043	40,946	44,019
Agricultural Machinery	53,115	94,069	74,580	119,488
Electrical Machinery	202,648	156,201	268,658	260,890
Fire Engines	21,955	17,883	6,990	16,503
Manufacturing and Sawing Machinery	70,967	159,572	100,632	120,091
Mining Machinery	712,495	773,776	733,774	1,001,717
Printing Machinery	19,066	18,663	16,131	23,709
Water boring Machinery	156,427	132,717	117,304	53,868
All other (N.O.D.) and parts thereof	777,271	532,900	577,957	702,406
Total	2,049,801	1,924,824	1,936,972	2,342,691

Imports by Categories—*Continued.*

Articles by Groups.	1906.	1907.	1908.	1909.
	£	£	£	£
METAL MANUFACTURES, OTHER THAN MACHINERY—				
Brass and Copperware	25,466	21,442	16,361	21,076
Fencing Material: Wire, Standards, &c.	232,127	259,932	228,301	264,331
Lead Manufactures	15,863	13,974	13,748	15,734
Tin Manufactures	48,190	46,080	37,611	26,596
Wire Rope	83,522	75,918	80,752	110,406
Zinc Manufactures	774	2,791	12,115	4,223
Hardware and Cutlery and Iron Manufactures (N.O.D.)	1,506,297	1,055,638	943,867	1,113,966
Total	1,912,239	1,475,775	1,332,755	1,556,332
OILMANS' STORES, INCLUDING SHIP CHANDLERS' STORES—				
Candles	271,394	168,512	132,605	112,805
Matches	8,149	2,860	2,518	3,634
Oils	495,478	392,662	486,229	501,511
Paints and Painters' Goods	146,936	124,123	115,016	133,566
Soap of all kinds	254,761	223,713	224,960	202,632
All other (N.O.D.)	155,897	137,478	129,539	149,409
Total	1,332,615	1,049,348	1,090,867	1,103,557
TEXTILE GOODS, WEARING APPAREL, &c.—				
Apparel and Slops	1,668,613	1,583,928	1,602,033	1,828,198
Bags for Corn, Coal, &c	243,628	297,664	255,305	322,701
Boots and Shoes	1,057,669	909,650	921,695	929,492
Canvas and Duck	45,815	42,225	30,146	36,993
Cotton Piece Goods	1,156,114	1,008,395	1,058,310	1,286,386
Cotton Manufactures (N.O.D.)	827,518	789,167	847,101	971,542
Haberdashery and Millinery	1,542,182	1,367,533	1,438,304	1,598,577
Hats and Caps	242,722	191,547	177,819	187,317
Jute Manufactures	15,540	16,260	17,161	17,333
Linen Piece Goods	11,233	7,836	5,511	8,614
Linen Manufactures	32,879	32,964	36,945	33,963
Silk Piece Goods	35,952	27,048	23,074	31,927
Silk Manufactures	20,261	23,197	27,293	28,721
Tents and Tarpaulins	17,242	15,957	15,535	42,536
Uniforms and Appointments	18,848	13,168	5,326	5,434
Woollen Piece Goods	191,785	218,254	194,107	230,515
Woollen Manufactures	357,094	367,586	391,858	359,665
Total	7,485,095	6,912,379	7,047,523	7,919,914
MISCELLANEOUS MANUFACTURED GOODS—				
Arms and Ammunition	242,928	213,792	208,631	210,447
Beads	16,359	15,690	15,632	11,804
Binding Twine and Harvest Yarn	8,013	8,197	9,232	9,671
Blasting Compounds, including Dynamite	221,638	218,133	220,758	139,015
Boats	3,316	2,119	1,826	1,848
Cement	145,798	115,434	81,829	71,155
Cordage and Rope	43,116	32,529	31,349	35,499
Drugs, Chemicals and Medicines	719,873	686,402	693,559	769,217
Earthenware and Chinaware (including Bricks)	149,675	104,455	99,885	110,523
Electric Cables and Fittings	180,159	150,561	208,552	374,336
Indiarubber Goods	24,390	19,895	27,757	34,336
Instruments, Musical	131,717	94,033	80,876	98,163
Instruments, (N.O.D.)	23,453	27,135	26,461	22,016
Jewellery	41,707	84,627	101,115	122,789

Imports by Categories—*Continued.*

Articles by Groups.	1906.	1907.	1908.	1909.
	£	£	£	£
MISCELLANEOUS MANUFACTURED GOODS—*Continued*—				
Leather Manufactures (N.O.D.)	77,225	63,212	60,741	68,804
Paper of all sorts	217,637	203,401	214,436	224,191
Perfumery	48,247	44,986	42,528	90,074
Phonographs	8,509	15,452	16,983	27,102
Printers' Materials	24,692	26,063	27,101	27,566
Railway and Tramway Materials (including Locomotives)	340,334	278,969	152,510	423,352
Saddlery and Harness	76,286	41,756	33,611	38,012
Sporting Goods, Toys and Tobacconists' Wares	165,391	167,405	172,597	213,745
Stationery and Stationers' Goods of all sorts	643,887	598,170	547,602	576,752
Tobacco: Cigars, Cigarettes and other Manufactures	188,754	114,793	101,552	112,444
Vehicles of all sorts, not Motor	265,369	180,942	162,434	222,005
Vehicles, Motor, of all sorts	114,242	117,534	96,663	187,723
Wood Manufactures (not Furniture)	230,661	152,036	145,355	158,933
Works of Art	24,076	20,911	12,336	16,387
Parcels Post	667,285	320,468	*	*
All other Articles, not classified or specified	188,754	207,576	258,238	396,561
Total: Miscellaneous	5,233,491	4,326,676	3,852,149	4,754,470
SUMMARY—				
A. Animals, Living	213,356	120,294	72,974	79,889
B. Agriculture: Articles for use in	412,331	449,238	374,030	529,299
C. Food and Drink: Articles of	8,110,930	6,781,902	6,062,272	5,723,260
D. Raw Materials for Manufactures—				
Metals and Minerals, Raw or partly manufactured	1,066,529	1,091,109	1,033,993	1,168,295
Other raw materials	1,087,490	1,042,827	991,541	1,228,954
E. Manufactured Articles—				
Furniture, &c	967,611	734,682	637,286	757,467
Machinery, &c	2,049,801	1,924,824	1,936,972	2,342,691
Metal Manufactures (not Machinery)	1,912,239	1,475,775	1,332,755	1,556,332
Oilmans' Stores	1,332,615	1,049,348	1,090,867	1,103,557
Textiles, Wearing Apparel, &c	7,485,095	6,912,379	7,047,523	7,919,914
Miscellaneous Articles	5,233,491	4,326,676	3,852,149	4,754,470
Total	29,871,488	25,909,054	24,432,362	27,164,128
Gold in Transit (Produce of Congo Free State)	12,476	11,224	5,904	19,725
Imported for South African Governments	1,754,640	1,562,764	824,675	1,151,858
Specie	711,467	806,414	939,914	1,506,345
Grand Total	32,350,071	28,289,456	26,202,855	29,842,056

* Included with articles enumerated above. Total value 1908, £565,239 and 1909, £572,217.

APPENDIX III.

Imports by Countries of Origin.

STATEMENT showing the Value of the Imports of Merchandise into British South Africa for the year 1906, 1907, 1908 and 1909, distinguishing the Countries of Origin.

Country of Origin.	1906.	1907.	1908.	1909.
	£	£	£	£
United Kingdom	16,945,324	14,775,282	13,741,579	15,813,332
Canada, Dominion of	409,309	396,081	422,936	479,187
India	691,934	796,381	754,668	795,156
Ceylon	101,958	120,411	144,001	134,257
Australia, Commonwealth of	1,960,840	1,931,600	1,638,988	1,568,545
New Zealand, Dominion of	106,970	71,275	111,405	124,371
Malta	†	†	†	1,950
Cyprus	†	†	†	1,013
Aden	†	†	†	131
Hong Kong	8,892	8,117	7,069	11,810
Straits Settlements	10,526	14,952	10,330	8,999
Fiji islands	†	†	†	19
British East India Islands	†	†	†	221
Mauritius	480,517	379,533	287,641	187,617
Seychelles Islands	†	†	†	1,897
British East Africa	†	†	†	2,197
Zanzibar	†	†	†	1,439
Nyassaland Protectorate	8	†	†	1,161
North-Eastern Rhodesia	320	2,350	13,140	7,096
Tristan d'Acunha	†	†	†	25
St. Helena	†	†	†	75
British West Africa	†	†	†	972
Newfoundland	†	†	†	294
British West India Islands	8,805	7,914	7,925	9,026
British Honduras	†	†	†	285
British Guiana	†	†	†	238
South Sea Islands	†	†	†	18
South Shetland Islands	†	†	†	13,550
Other parts of the British Empire	27,479	19,142	20,464	4,245
Total, British Empire	20,752,882	18,523,038	17,160,146	19,169,126
Austria	183,724	127,338	120,494	98,117
Belgium	370,130	288,704	286,888	431,957
Denmark	33,286	31,783	19,784	25,685
France	520,785	448,608	396,158	465,457
Algeria	*	*	*	273
Madagascar	*	*	*	3,093
French West India Islands	*	*	*	325
Kerguelen Islands	*	*	*	952
Germany	2,280,873	1,978,574	2,134,260	2,449,781
German East Africa	2,406	5,199	3,796	4
German South-West Africa	7,991	1,819	26,273	30,214
Greece	12,773	17,108	15,632	16,979
Holland	345,601	357,628	368,190	418,162
Dutch East India Islands	43,571	52,873	53,135	49,252
Italy	119,984	137,014	143,821	119,696
Norway	122,289	108,579	106,125	123,553
Portugal	33,156	34,529	34,425	29,190
Madeira	6,634	7,120	5,212	5,024
Portuguese East Africa	56,725	65,410	49,362	62,708
Portuguese West Africa	*	386	907	57

†Included with other parts of British Empire.
*Included with other Foreign Countries.

Imports by Countries of Origin—*Continued.*

Country of Origin.	1906.	1907.	1908.	1909.
	£	£	£	£
Russia	34,635	29,003	30,191	15,528
Spain	39,322	38,371	35,186	35,277
Canary Islands	3,032	1,448	1,639	891
Sweden	425,786	313,565	362,050	410,146
Switzerland	87,119	96,872	88,927	110,681
Turkish Empire	36,118	30,841	31,797	43,111
China	64,190	50,191	31,913	31,838
Japan	47,593	38,918	38,902	57,193
Persia	8,861	7,522	4,698	2,948
Siam	19,471	49,511	23,917	39,853
Congo Free State	12,476	11,224	5,950	19,753
Egypt	23,854	12,189	6,235	7,166
Morocco	*	*	*	218
United States of America	2,692,719	2,029,764	2,008,603	2,180,711
Cuba	30,402	25,124	22,652	25,753
Philippine Islands	5,818	5,289	3,825	2,701
Argentine Republic	918,848	460,314	248,060	58,462
Brazil	382,294	299,462	337,821	416,073
Ecuador	*	*	*	25
Chile	122,799	193,126	192,225	181,271
Costa Rica	*	*	*	11,388
Mexico	*	*	*	125
Panama	*	*	*	110
Peru	*	*	*	19,942
San Salvador	*	*	*	3,073
Uruguay	8,624	8,694	11,897	9,043
Venezuela	*	*	*	934
Other Foreign Countries	27,193	33,140	27,170	34
Total, Foreign Countries	9,131,082	7,397,240	7,278,120	8,014,727
Grand Total	29,883,964	25,920,278	24,438,266	27,183,853

*Included with other Foreign Countries.

APPENDIX IV.

Value of Imports.

STATEMENT showing the Value of the Principal and Other Articles of Merchandise imported into British South Africa during the Six Months ended June 30, 1910, as compared with the corresponding period of 1909.

——	1910.	1909.
	£	£
ANIMALS, LIVING—		
Horses, mares and geldings	7,028	9,534
Cows and calves	2,440	935
Donkeys and jackasses	165	....
Mules	5,461	97
Sheep and lambs	4,366	3,120
Antifriction grease	22,914	22,241
Apparel and slops	1,049,646	778,499
ARMS AND AMMUNITION—		
Guns of one barrel	7,573	9,505
Guns of more than one barrel	7.948	6,791
Cartridges and cartridge cases	23,670	22,011
Detonators and fuse	67,433	67,984
Binding twine and harvest yarn	452	1,445
Blasting compounds, including dynamite—		
Cotton, collodion	25,018	30,303
All other	32,527	43,845
Boats—		
Hulls of ships	700	....
Launches, tugs, or lighters	35	184
All other	955	640
Brass—		
Manufactures (N.O.D.)	10,249	7,869
Brushware	27,490	21,810
Candles	38,906	58,779
Canvas and duck	22,673	15,758
Cement	56,388	30,237
Cordage and rope	17,951	16,880
COTTON MANUFACTURES—		
Piece goods	713,293	547,261
Hosiery (underclothing)	223,445	175,185
DRUGS, CHEMICALS AND APOTHECARYWARE—		
Apothecaryware of all kinds	51,264	41,781
Calcium carbide	11,622	7,382
Disinfectants and germicides	13,680	13,683
Medicinal preparations	59,611	46,824
Electrical cable and wire	130,901	85,230
Electrical fittings, including posts	199,657	58,774
Enamelledware	27,817	16,396
Felt	6,647	3,236
FOOD AND DRINK, ARTICLES OF—		
Aerated waters	7,919	6,702
Baking powder	21,742	23,045
Biscuits	24,664	22,846
Butter—		
Cheese	63,705	59,412
Cider	164	95
Confectionery, &c.—		
Jams and Jellies	17,713	17,203
Jelly and Custard Powders	12,770	12,321
Confectionery of all sorts, (N.O.D.)	58,100	47,725
Corn, Grain and Flour—		
Beans and Peas	7,978	11,903
Wheat	548,822	437,480
Flour (or Meal) Wheaten	398,954	381,032

Value of Imports—*Continued.*

	1910.	1909.
	£	£
Dripping and Fats for Food	3,552	5,377
Eggs, fresh	47,940	48,661
Extracts and Essences (for food)	9,655	8,756
Extracts and Essences (for flavouring)	7,283	6,400
Farinaceous Preparations:—		
Barley, Pearl	2,736	3,589
Oatmeal	26,566	37,068
Fish—		
Dried or Cured	20,038	16,546
Fresh or Frozen	493	677
Preserved	94,545	78,256
Fruit—		
Fresh	4,452	2,383
Dried Fruit, all other	11,327	11,835
Bottled and Tinned	7,758	8,894
Fruit Juices and Cordials	6,440	6,185
Lard, and substitutes for	21,658	28,345
Meats—		
Bacon and Hams	116,320	98,825
Salted or Cured, N.O.D.	1,695	734
Tinned or similarly preserved	48,714	42,731
Milk or Cream, condensed	167,376	153,395
Salt, common and table	8,888	9,614
Spirits (potable)—		
Whisky	129,128	112,956
Sugar Products—		
Golden Syrup	50,766	40,521
Molasses and Treacle	270	315
Vegetables—		
Tinned or otherwise prepared	15,769	12,204
Total, Articles of Food and Drink	3,104,198	3,051,773
Furniture, &c.—		
Bedsteads	38,790	20,233
School Furniture and Church Decorations	7,461	5,980
All other, including parts (N.O.D.)	130,987	78,536
Glass—		
Bottles and Jars, empty	35,959	22,669
Glassware (N.O.D.)	21,562	14,597
Haberdashery and Millinery	843,082	703,524
HARDWARE AND CUTLERY—		
Axles, Bushes and Springs	28,190	14,631
Bolts, Nuts and Rivets	30,304	22,582
Cash Registers	1,520	711
Cutlery	38,812	28,954
Fencing Material—		
Wire	143,783	92,360
Standards	50,896	23,052
All other	22,444	16,303
Nails and Screws	31,248	19,807
Sewing Machines	25,079	14,389
Stoves	30,530	18,979
Tanks of all Sorts	3,467	4,865
Tools	36,008	23,022
Wire Rope	58,938	51,889
Hardware and Cutlery (N.O.D.)	258,255	174,044
Hats and Caps	102,375	75,087
Hose, Conveying	27,771	13,023
Implements—		
Agricultural	169,692	115,893
Kaffir Hoes and Picks	4,116	2,592
India Rubber and Gutta Percha	17,257	15,735
Instruments—		
Surgical	3,425	1,998

Value of Imports—*Continued.*

——	1910.	1909.
	£	£
Iron and Steel Manufactures (except Machinery)—		
Anchors and Chain Cables	87	217
Angle, Channel and T	29,996	3,781
Bar, Bolt and Rod	127,683	100,963
Chain for Hauling	11,658	5,824
Girders, Beams, Joists, &c., (including Framework of Iron Buildings)	59,174	13,351
Hoop	4,850	5,012
Pig and Ingot	2,692	1,802
Pipes, Piping and Fittings	304,360	139,745
Plate and Sheet—		
Plain	47,534	22,952
Galvanized, not Corrugated	32,247	16,182
Galvanized and Corrugated	193,352	123,437
Tin Plate	1,848	714
Mild or Rolled and Cast (N.O.D.)	18,705	16,093
Lampware	20,205	15,091
Leather Goods—		
Boots and Shoes	527,863	403,884
Saddlery and Harness	29,352	12,906
Manufactures of Leather (N.O.D.)	39,457	27,041
Unmanufactured Leather	94,167	57,225
Machinery (except Locomotives) and parts thereof—		
Agricultural	48,511	38,531
Cranes and Elevators	31,599	8,291
Electrical	336,616	126,664
Fire Engines	5,115	6,935
Manufacturing	163,394	63,603
Mining	693,913	446,802
Presses for Hay and Wool	1,743	1,849
Printing and Bookbinding	17,502	9,069
Sawing	1,999	1,829
Water-Boring	7,773	28,295
Windmills	21,910	12,083
All other (N.O.D.)	494,413	294,594
Oilman's Stores (N.O.D.)—		
Blacking and Boot Polish	20,298	16,125
Blue	6,143	5,363
Starch	14,178	13,231
Oils—		
Fish, Train and Blubber	686	13,811
Lard	1,336	1,727
Linseed	22,845	14,183
Lubricating	59,924	53,045
Mineral (not Paraffin)	17,285	12,037
Paraffin	105,940	119,798
Paints and Painters' Goods—		
Ochre	3,301	3,665
Turpentine	6,617	5,275
Varnish	11,808	8,935
All other (N.O.D.)	59,452	41,655
Paper, Hanging (Wall)	23,819	15,560
Printing	70,821	58,959
Wrapping	30,613	21,738
Bags	16,584	14,854
Perfumery and Toilet Preparations	20,104	16,310
Plate, Silver and Plated Ware	49,464	36,711
Printers' and Bookbinders' Material (N.O.D.)	17,404	13,136
Railway Material—		
Rails	110,221	56,708
Sleepers	28,597	33,240
Locomotives	15,154	2,434
Rolling Stock	14,574	15,689
All other (N.O.D.)	22,674	18,166
Saddlers' and Shoemakers' Materials	14,063	8,773
Salt, Rock	408	381
Sheep Dip	38,966	40,145
Ship Chandlers' Stores	8,078	4,889

Value of Imports—*Continued.*

—	1910.	1909.
	£	£
Soap—		
Common	97,764	92,245
Toilet	22,205	16,309
Extracts and Powders	2,654	1,903
Sporting Goods	31,088	29,329
Stationery and Books—		
Cardboard Boxes	8,020	8,628
Typewriters and Accessories	12,489	7,980
Surgical and Dental Appliances	11,623	6,853
Tallow and Grease	26,759	22,062
Tar and Kindred Substances—		
Asphalt and Bitumen	2,085	1,410
Tar, Pitch, &c	6,829	5,018
Telegraph and Telephone Material	5,975	7,933
Tents and Tarpaulins	34,832	12,002
TOBACCO, RAW AND MANUFACTURED—		
Unmanufactured (Unstemmed and Stemmed)	19,586	26,194
Cigars	25,477	22,872
Manufactured (N.O.D.)	3,869	2,850
TRAMWAY MATERIALS—		
Rails	23,323	11,533
Rolling Stock	6,459	3,621
Sleepers	76	1,289
All other (N.O.D.)	13,035	7,017
Vehicles—		
Bicycles and Tricycles	96,553	75,465
Carts, Carriages and parts	16,820	12,989
Motor Cars and Parts	130,191	55,656
Motor Bicycles and Parts	7,349	4,739
All other wheeled vehicles	14,916	6,845
Waterproof Sheeting	1,618	546
Wax, Paraffin and Stearine	100,120	103,088
WOOD AND TIMBER—		
Teak	10,604	3,690
Other Unmanufactured	259,662	148,502
Flooring and Ceiling	68,822	36,380
Other Planed and Grooved	11,353	8,900
Handles for Picks, &c	7,485	5,674
Houses, Frames and parts thereof	26,622	11,608
Matchmaking Material	4,868	14,112
Staves	4,995	4,557
Boxes, Empty	26,573	20,872
Casks, Empty	3,372	3,371
Manufactured, N.O.D	16,864	14,789
Total Imports of Merchandise	16,415,069	12,577,817
Gold, Raw (in Transit)	16,788	20,726
Imports for South African Governments	1,408,194	368,858
Specie	1,323,634	981,413
Grand Total Imports	19,163,685	13,948,814

EXPORTS.

	1910.	1909.
	£	£
Asbestos, Raw	13,039	12,816
Bark	116,979	99,851
Blasting Compounds	6,149	6,381
Buchu Leaves	15,623	7,810
Candles	2,715	4,107
Coal	493,932	372,544
Copper Ore, and Regulus	249,828	223,953
Curiosities	978	1,118
DIAMONDS—		
Produce of the Union	4,471,485	2,175,495
Produce of S. Rhodesia	797	260
Feathers, Ostrich	1,168,168	980,539
Flowers, Dried	2,384	1,553
Fodder and Forage	35,069	7,730
ARTICLES OF FOOD AND DRINK—		
Kaffir Corn	7,719	13
Maize	339,959	37,547
Maize Meal	4,731	3,099
Oats	9,296	57,817
Flour, Wheaten (ground in Bond from Imported Wheat)	21,028	14,088
Fish, Dried and Preserved	14,881	15,719
Fruit, Fresh	29,813	28,829
Spirits (Potable)	3,171	4,258
Sugar	3,288	318
Tea	2,320	1,137
Vegetables—		
Potatoes	3,125	2,538
All other, Fresh	2,259	1,945
Wines	5,884	3,240
All other Articles of Food and Drink	2,300	2,770
Furniture	2,343	1,278
Gold Concentrates or Slag	44,072	43,534
GOLD, RAW—		
Produce of the Union	15,534,741	15,418,356
Produce of S. Rhodesia	1,314,239	1,249,403
Hair, Angora	377,111	367,028
HIDES AND SKINS—		
Hides, Ox and Cow	201,881	129,699
Skins, Goats	127,584	111,923
Skins, Sheep	262,305	228,538
All other kinds	750	2,783
Horns, Ox and Cow	4,639	4,769
Leather and Manufactures of	2,921	2,184
ORES AND MINERALS (except Copper)—		
Chrome (Iron)	54,258	40,075
Manganese	2,187	....
Matte	13,991	10,623
Tin	106,208	58,439
Soap, Common	676	673
Tobacco, all kinds	8,901	2,333
Tobacconist Wares (Calabashes)	6,459	19,345
WOOL—		
Washed	....	4,215
Scoured	142,197	114,430
In the grease	1,942,862	1,795,646
All other Articles of Merchandise	18,474	14,032
Summary—		
Diamonds	4,472,282	2,175,755
Gold, Raw	16,848,980	16,667,759
Gold Concentrates	44,072	43,534
Other S. A. Produce	5,883,244	4,855,409
Total, South African Produce	27,248,578	23,742,457

Total Imports by Countries.

Statement showing the Value and Percentage of the Imports into British South Africa during the Six Months ended June 30, 1910, as compared with the corresponding period of 1909, distinguishing the principal Countries of Origin (those with a smaller proportion than 1 per cent omitted).

Country of Origin.	1910.	Proportion of Total.	1909.	Proportion of Total.
	£	%	£	%
United Kingdom	9,576,357	58·3	7,063,104	56·1
Canada, Dominion of	324,481	1·9	248,947	1·9
India	416,340	2·5	437,244	3·3
Australia, Commonwealth of	927,423	5·6	898,261	7·1
Total, British Empire	11,531,005	70·2	8,905,405	70·7
Belgium	366,891	2·2	167,408	1·4
France	246,950	1·5	201,124	1·6
Germany	1,740,037	10·6	1,121,486	8·9
Holland	257,710	1·6	190,508	1·5
Sweden	240,453	1·5	168,345	1·3
United States of America	1,176,245	7·2	1,049,136	8·3
Brazil	228,119	1·4	173,157	1·3
Total, Foreign Countries	4,900,852	29·8	3,693,138	29·3
Grand Total	16,431,857	100·0	12,598,543	100·0

APPENDIX V.

Value of Exports.

STATEMENT showing the Quantities and Declared Value of the Principal Articles of Merchandise Exported from British South Africa during the Year ended December 31, 1909, as compared with the Year 1908. No article whose total does not exceed £12,000 has been included.

——	Total: British South Africa, 1909.	Total: British South Africa, 1908.
	£	£
Sheep and lambs ... Total	10,523	2,924
Asbestos ... Total	27,751	22,228
Bark ... Total	194,699	134,563
Blasting compounds ... Total	14,813	1,266
Ore (copper) ... Total	133,248	137,547
Regulus and Smelted. South African produce. United Kingdom	398,119	337,100
Buchu leaves ... Total	9,666	7,284
Candles ... Total	10,666	1,001
Coal, coke and patent fuel ... Total	653,131	603,528
Coal, cargo. South African produce ... Total	171,853	172,434
Diamonds ... Total	6,370,301	4,796,655
Feathers, ostrich ... Total	2,091,280	1,738,392
Flowers, dried ... Total	17,816	17,648
Fodder and forage—		
Oat-hay ... Total	559	15,516
Lucerne ... Total	4,819	2,500
All other kinds ... Total	14,673	14,640
Butter and Butter Substitutes—		
Butter ... Total	8,482	7,670
Food and drink, Articles of—		
Corn, Grain and Meal—		
Flour, wheaten (ground in bond from imported wheat) ... Total	76,092	33,643
Maize ... Total	665,597	207,718
Oats ... Total	83,792	109,441
Fish, dried ... Total	13,736	17,327
Fish, preserved ... Total	20,935	16,178
Fruit, fresh ... Total	38,860	38,793
Sugar products ... Total	15,157	2,667
Total articles of food and drink ... Total	1,002,581	556,831
Gold, raw ... Total	33,342,478	32,070,457
Gold slag ... Total	13,183	13,219
Hair ... Total	861,639	710,097
Hides and skins—		
Hides, ox and cow ... Total	311,176	208,052
Goat skins ... Total	254,041	190,962
Sheep skins ... Total	552,413	374,504
Oils, whale ... Total	39,189	8,853
Ores and minerals—		
Iron (chrome) ... Total	72,207	31,098
Tin and tin manufactures—		
Ore, United Kingdom	90,118	114,141
Tobacconists' wares—		
Wares, N. O. D ... Total	23,318	7,265
Wool (sheep's)—		
Washed ... Total	7,315	10,566
Scoured ... Total	218,847	278,646
In the grease ... Total	3,502,308	2,478,989
Total articles of merchandise, South African produce— Total British Empire	46,827,617	42,602,139
Total, foreign countries	3,060,252	2,012,421
Total, South African produce	50,532,427	45,209,537

APPENDIX VI.

Agricultural Statistics.

The following statistics are inserted to give some idea of the producing power of the country as regards agriculture. Up to the present, statistics, excepting customs, have not received much consideration from either the various governments or the people, but it is likely that in future this will be remedied, since it is the earnest desire of the present government that it should be.

The figures below, although given in rough form, are just as received from the several Agricultural Departments, except that the data has been arranged in this office by classes. In addition to these statistics, some further ones taken from a recent number of the South African National Union Journal are included. They are interesting and to a certain extent instructive.

LIVE STOCK STATISTICS.

CAPE COLONY.

——	April, 1904.	31st Dec., 1909.
Sheep—		
Wooled	8,463,308	11,955,588
Other	3,353,521	6,851,580
Goats—		
Angora	2,775,927	3,373,544
Other	4,386,536	4,901,576

(Information on other live stock not available).

ORANGE FREE STATE.

Census of 1904 gives the following figures for live stock in the Orange River Colony, as it was called at that time:—

	1904.		31st Dec., 1907.
Cattle	363,204	Horses	127,579
Horses	74,251	Donkeys	5,323
Mules	28,480	Mules	4,674
Sheep	2,999,547	Cattle	585,077
Goats	734,169	Sheep	8,020,308
Pigs	61,409	Swine	62,439
Ostriches	1,323	Goats	1,251,308

TRANSVAAL.

—	May 31, 1904.	Dec. 31, 1908.	June 30, 1909.
Horses	51,654	....	58,249
Mules	43,917	....	18,285
Donkeys	32,496	....	49,447
Cattle	515,956	....	899,673
Sheep	835,749	....	3,011,906
Goats	878,981	....	1,651,890
Pigs	155,843	167,603	....

NATAL.

—	1904–05.	1908–09.
Horses	54,637	57,686
Mules	2,578	6,532
Donkeys	1,792	9,328
Cattle	783,887	502,212
Sheep	769,601	1,107,496
Goats	908,791	870,939
Pigs	66,852	71,728

WINE, Vinegar, Brandy and Raisins, Produced in 1908.

—	Wine. (Leaguers.)	Brandy. (Leaguers.)	Vinegar. (Gallons.)	Raisins. (Lbs.)
Grand Totals—				
1908	42,433	9,084	108,738	2,198,089
1907	46,566	10,673	88,836	2,541,613
Increase	....	....	19,542	....
Decrease	4,133	1,589	....	343,524

SUMMARY of Production.

—	Wine. (Leaguers.)	Brandy. (Leaguers.)	Vinegar. (Gallons.)	Raisins. (Lbs.)
Census Year—				
1904	44,655	12,067	112,141	1,768,771
1907	46,566	10,673	93,238*	2,541,613
1908	42,433	9,084	117,024*	2,198,089

* Manufactured from Wine { 88,836 Gallons in 1907. 108,378 Gallons in 1908.

ORANGE FREE STATE.

A special return of the maize crop produced in the Orange River Colony (as it was then called) for 1909 shows a total production of 2,101,141 bags, of which about

1,000,000 were exported. It is doubtful if the crop harvested in 1910 will be so much. During the year ending December 31, 1909, there were exported 41,693,460 lbs. of wool valued at £989,367, and 2,303,170 lbs. of mohair valued at £86,041.

CAPE COLONY.

STATISTICS giving quantities of Wheat, Oats, Oat-hay, Barley, Barley (cut green), Rye, Mealies, Potatoes, produced between July 1, 1908, and February 15, 1909.

——	Wheat.	Oats.	*Oat-hay.	Barley.
	Muids.	Muids.	Lbs.	Muids.
Total, 1908–9	729,338	1,312,891	234,335,627	282,014
Total, 1907–8	619,207	838,778	208,901,905	245,456
Increase	110,131	474,113	25,433,722	36,558
Decrease	....	....	....	....

——	Barley. (Cut Green.)	Rye.	Mealies.	Potatoes.
	Lbs.	Muids.	Muids.	Muids.
Total, 1908–9	18,855,963	132,573	148,615	189,693
Total, 1907–8	11,776,371	102,450	284,626	233,288
Increase	7,079,592	30,123	....	....
Decrease	....	....	136,011	43,595

* Oats reaped but not to be threshed.

ESTIMATED yield between February 15, 1909, and June 30, 1909, of Mealies and Potatoes.

——	Mealies.	Potatoes.
	Muids.	Muids.
Total, 1908–9	447,073	240,288
Total, 1907–8	283,426	186,674
Increase	163,647	53,614

CEREAL Production in Cape Province, excluding the Native Territories, during the period July 1, 1909, and February 15, 1910.

Wheat	781,741	Muids.
Barley	220,112	"
Barley (Cut Green)	16,906,088	Lbs.
Mealies	476,329	Muids.
Oats	798,467	"
Oat-hay	178,449,302	Lbs.
Rye	124,109	Muids.
Potatoes	195,749	"

TRANSVAAL.

STATISTICS for Wool, Mohair, Maize, Wheat, Kaffir Corn and Lucerne.

	May 31, 1904.	Dec. 31, 1908.	June 30, 1909.
Wool	....	8,642,148 Lbs.	....
Mohair	....	417,604 "	....
Maize	667,096 Bags	....	1,876,197 Bags.
Wheat	75,108 "	156,084 Bags.	....
Kaffir Corn	56,616 "	179,865 "	....
Lucerne	....	1,929 Morgen (Under cultivation.)	....

NATAL.

CROPS—European Farmers only.

	1904-05.	1908-09.
Wool	1,793,630 Lbs.	2,669,088 Lbs.
Mohair	145,892 "	270,653 "
Maize	700,490 Muids.	797,820 Muids.
Wheat	1,267 "	2,499 "
Kaffir Corn	31,686 "	28,243 "
Oats	3,040 "	4,661 "
Lucerne	517 Tons.	4,720 Tons.

EXPORTS OVERSEA AND ADJOINING COLONIES.

CAPE COLONY.

	1907.		1909.	
	Weight.	Value.	Weight.	Value.
	Lbs.	£	Lbs.	£
Wool—				
(a) Oversea	....	....	(a)	
Fleece, washed	298,551	11,245	210,783	7,315
Fleece, scoured	4,332,960	282,026	3,631,805	193,953
In the grease	72,837,743	2,197,026	97,163,305	2,619,448
(b) To other States in the Union	1,752,290	44,987	(b) 1,338,805	34,119
Mohair—				
(a) Oversea	15,574,349	914,597	(a) 18,320,084	809,070
(b) To other States in the Union	16,286	763	(b) 12,009	373
Ostrich feathers—				
(a) Oversea	598,297	1,814,210	(a) 788,111	2,091,207
(b) To other States in the Union	....	5,396	(b) 4,614	6,878
Hides, ox and cow—				
(a) Oversea	3,131,167	96,049	(a) 3,869,048	114,976
(b) To other States in the Union	....	2,280	(b) 102,295	3,475
Sheep skins—				
Oversea	16,393,274	450,924	21,141,576	495,302
Horns, ox and cow—				
Oversea	206,655	3,186	256,260	3,894
All other	....	1,213	....	784
To other States in the Union	....	462	....	362

ORANGE FREE STATE.

	1906.		1907.	
	—	Value.	—	Value.
	Lbs.	£	Lbs.	£
Wool	24,298,980	606,661	30,899,724	795,011
Mohair	1,670,930	80,565	3,879,682	185,998
Maize	61,316,356	176,211	131,726,750	268,990
Oats	409,512	1,746	3,082,424	11,043
Butter and cheese	140,030	8,484	307,704	18,164
Horned cattle ... Head.	....	....	19,464	220,813
Sheep and Lambs	....	....	98,073	101,649
Horses	....	....	3,727	96,104
Poultry	....	....	46,557	....

UNION OF SOUTH AFRICA.

IMPORTS.

	Imports.	
	Cape.	Natal.
	£	£
1868	1,956,154	317,432
1875	5,713,319	1,268,838
1880	7,648,863	2,336,584
1885	4,772,904	1,518,557
1890	9,366,446	4,417,085

GROWTH OF THE WOOL TRADE.

CAPE COLONY.

The export of wool from the ports of Cape Town and Port Elizabeth in the years 1833 to 1851:—

—	Capetown.	Port Elizabeth.	Total.
	Lbs.	Lbs.	Lbs.
1833	73,324	39,753	113,007
1840	509,597	401,521	911,118
1850	1,589,277	4,323,650	5,912,927

1860	Lbs.	23,172,785
1870	"	37,283,291
1880	"	42,468,662
1890	"	65,655,917
1895	"	65,632,613
1909	"	97,165,305

CAPE COLONY IMPORTS AND EXPORTS.

—	Imports.	Exports.
	£	£
1826	278,965	189,640
1850	1,277,101	637,252
1874	5,558,215	5,138,838
1890	9,366,446	9,837,796
1909	16,942,976	11,651,450

EXPORTS OF SOME STAPLE PRODUCTS.

—	1850.	1874.	1909.
	£	£	£
Aloes	4,207	5,526	6,512
Argol	1,277	2,268	2,197
Copper ore	....	321,424	430,892
Cotton	....	257	50
Diamonds	....	1,008,148	3,974,851
Feathers	4,418	205,640	2,098,085
Fish, dried and cured	7,145	39,417	143,422
Hair, Angora	....	107,139	809,443
Hides, skins and horns	59,030	390,196	885,658
Ivory	63,060	26,667	482
Wine and Brandy	50,391	17,393	10,412
Wool	281,610	2,948,571	2,854,835

Besides these articles, a considerable trade in corn, grain, meal and living animals was carried on with other parts of South Africa.

TRANSVAAL GOLD OUTPUT, 1884 TO 1909.

1884	£ 10,096	1897	£ 11,653,725
1885	6,010	1898	16,240,630
1886	34,710	1899	15,452,025
1887	169,401	1900	1,481,442
1888	967,416	1901	1,096,051
1889	1,490,568	1902	7,301,501
1890	1,869,645	1903	12,628,057
1891	2,924,305	1904	16,028,883
1892	4,541,071	1905	20,854,440
1893	5,480,498	1906	24,616,704
1894	7,667,152	1907	27,410,210
1895	8,569,555	1908	29,986,469
1896	8,603,821	1909	30,925,788

AREA AND POPULATION OF THE PROVINCES INCLUDED IN THE UNION.

State.	Area in Sq. Miles.	Population (1904 Census). White.	Coloured.	Total.
Cape Colony	276,995	579,741	1,830,063	2,409,804
Natal	35,371	97,109	1,011,645	1,108,754
Transvaal	111,196	297,277	972,674	1,269,951
Orange River Colony	50,392	142,679	244,636	387,315
Totals	473,954	1,116,906	4,059,018	5,175,824

British possessions in South Africa not included in the Union, but open to South African trade:—

Rhodesia, Southern	148,575	12,623	593,141	605,764
Rhodesia, North West	150,000	600	300,000	300,600
Rhodesia, North East	109,000	250	397,000	397,250
Bechuanaland	275,000	1,004	119,772	120,776
Swaziland	6,536	890	84,601	85,491
Basutoland	10,293	895	347,953	348,848
Nyassaland	40,980	600	927,873	928,473

A total population exceeding 8,000,000 at the present time.

NATAL'S SUGAR TRADE.

The following table is interesting as showing the growth in the production of sugar during the early days of the colony and the gradual decrease in value per ton. The figures given are the quantities exported—it is estimated that one-third more would represent the local and up-country consumption up to about 1890:—

Quinquennial Period.	Tons Exported.	Declared Value.	Average Value per ton. £		
1854–8	165	6,372	38	12	0
1859–63	4,413	106,757	24	4	0
1864–8	19,336	398,090	20	12	0
1869–73	35,706	752,925	21	2	0
1874–8	38,718	789,959	20	8	0
1879–83	33,801	651,138	19	5	0
1884–8	45,504	615,686	13	10	0
1889–93	26,541	351,041	13	6	0
1909	48,728	758,014	15	5	0

In the last-mentioned quinquennial period a large demand from up-country, the Transvaal especially, had commenced, and the quantity sent overland has increased annually ever since, the exports oversea diminishing accordingly. In 1909 Natal exported oversea only £1,158 worth of sugar, while she sent £756,865 worth to other states in the Union.

The annual output of sugar in Natal has, it will be seen, increased enormously in the last 20 years.

EXPORTS FROM NATAL DURING 1909.

Oversea and to other states in the Union of some leading products of the colony.

Bark	£197,489
Coal	287,540
Maize and maize meal	466,086
Flour, meal and samp	39,159
Sugar and sugar products	780,431
Tea	39,568
Angora hair	52,695
Wool	907,374
Hides, skins and horns	260,962
Tobacco, cigars and cigarettes	59,129
Fruit	107,456
Vegetables	49,858
Fish	15,927
Whale oil	11,184
Butter	42,830
Meat	208,522
Matches	83,521
Blasting compounds	106,278
Biscuits	20,688
Candles	34,816
Soap	57,671

POPULATION OF NATAL.

—	1850.	1879.	1891.	1901.	1907.
Europeans	5,000	22,654	46,788	63,821	92,485
Indians and Asiatics	....	12,823	41,142	74,385	115,807
Natives	80,000	290,035	455,933	786,912	955,903
	85,000	325,512	543,913	925,118	1,164,285

NATAL'S PROGRESSIVE TRADE.

—	Imports.	Exports.
1850	111,015	32,112
1860	354,987	77,480
1870	429,527	126,293
1880	2,336,584	582,715
1890	5,164,772	1,582,228
1909	7,135,814	5,953,893

Natal's total exports in 1909 amounted to £10,281,667, i.e.:—

S. A. produce sent oversea	3,787,760
S. A. produce sent to other States in the Union	2,166,133
Imported goods re-exported oversea	122,495
Imported goods re-exported to other States	4,205,279

The principal exports from Natal in the years 1862 and 1872:—

Descriptions.	1862.	1872.
Arrowroot	1,547	5,647
Grain	4,970	853
Butter	11,381	5,178
Hides	5,514	45,026
Skins	728	92,344
Ivory	27,059	9,392
Ostrich Feathers	2,510	9,745
Salt, Meat, Bacon and Hams	183	....
Coffee	....	8,516
Rum	....	1,227
Cotton	62	1,579
Sugar	21,178	153,978
Wool	38,432	254,495

The principal imports into Natal during the years 1862 and 1872:—

Descriptions.	1862.	1872.
Cotton Manufactures	28,496	102,377
Cotton Blankets and Sheets	12,624	20,042
Linen Manufactures	5,417	2,397
Woollen Manufactures	6,025	18,842
Woollen Blankets	4,592	22,447
Leather Manufactures	10,302	33,557
Apparel, &c	24,538	64,656
Haberdashery	25,685	77,546
Saddlery	5,813	14,776
Cabinet and Upholsteryware	9,469	8,866
Agricultural Implements	5,077	4,224
Machinery	12,219	18,363
Iron of all kinds	11,776	28,437
Ironmongery, Cutlery, &c	31,740	33,898
Ale and Beer	19,406	17,595
Spirits	11,884	20,313
Wine	8,320	14,587
Coffee	14,622	3,666
Tea	7,313	9,791
Sugar, Raw and Refined	3,038	833
Oilman's Stores	13,640	10,447
Tobacco and Cigars	2,295	4,428
Flour and Meal	20,143	17,009
Grain of all kinds	4,762	3,256
Rice	6,096	19,871

STATEMENT showing the Value of the Principal Products and Manufactures of British South Africa Exported over sea during the Year 1909 as compared with some previous years.

Article.	1909.	1908.
Aloes	6,512	7,941
Animals, living	44,197	28,313
Asbestos, raw	27,743	28,313
Bark	194,699	134,562
Buchu leaves	9,666	7,284
Blasting Compounds	14,030	882
Coal, Bunker and Cargo	815,803	766,690
Candles	10,293	607
Carriages and Carts	7,613	7,744
Cotton	1,542	1,143
Diamonds	6,370,301	4,796,655
Feathers, Ostrich	2,091,280	1,738,392
Fodder and Forage	38,978	32,485
Flour and Meal	44,568	37,844
Flowers, Everlasting	17,816	17,648
Fish	33,056	31,640
Fruit	38,692	39,780
Gold, Raw	33,303,906	32,047,344
Gold Slag or Concentrates	97,397	139,319
Hair, Angora	861,639	710,097
Hides and Skins	1,144,650	780,410
Horns	11,696	8,896
Ivory	3,722	3,858
Kaffir Corn	5,887	554
Maize	655,989	207,364
Oats	83,790	109,436
Oil, Whale	24,947	8,853
ORES—		
Copper	531,367	474,647
Chrome Iron	72,207	31,098
Matte	26,648	1,557
Mica	265	1,438
Zinc	3,514	1,577
Lead Ore and Bullion	5,791	9,192
Tin	90,118	114,141
Rum	6,724	9,192
Soap	1,136	3,570
Saddlery and Harness	5,694	1,846
Sugar Products	14,936	2,503
Tea	4,551	9,436
Tobacco	4,768	4,567
Wine	9,387	5,568
Wool	3,728,470	2,768,201

TOTAL Exports of South African Produce, including Gold and Diamonds.

1909	£50,532,427
1908	45,209,537
1890	11,217,453
1880	8,601,065
1870	2,952,278
1860	2,220,096
1850	654,358

APPENDIX VII.

Customs Tariff and Amendments.

Below will be found the South African Customs Tariff with the amendments up to date. This includes the ordinary rate and preferential rebate, which applies to the United Kingdom and reciprocating colonies, of which Canada is one.

A new customs agreement was recently concluded between the Union on one hand, and the native territories of Basutoland, Swaziland and Bechuanaland on the other. It arranges that the present Customs Union Tariff shall be maintained, and also for the free exchange of products and manufactures, with the exception of spirits and beer. This agreement terminates on June 30, 1911, but may be renewed thereafter for periods of twelve months.

A customs agreement has also been enacted between the Union and Southern and Northwest Rhodesia, preserving the present agreement and arranging for the free exchange of products. Under this the right is reserved to Rhodesia to give a rebate to British products, meaning presumably a further one to that already allowed by the Union Customs Tariff.

BRITISH SOUTH AFRICA CUSTOMS UNION TARIFF, 1909.

CLASS 1.—Special Rates.

ARTICLE.	DUTY.	Rebate upon goods the growth, produce or manufacture of the United Kingdom and reciprocating British Colonies.
	£ s. d.	£ s. d
1. Acetic acid, per imperial gallon..................	See Vinegar.	
2. Ale, beer and cider; all kinds of strength exceeding 3 per cent of proof spirit, per imperial gallon..	0 2 0	0 0 1½
3. Animals—		
(a) Cattle for slaughter, each................	1 10 0	Nil.
(b) Sheep for slaughter, each..................	0 5 0	"
(c) Mules and geldings, each..................	1 0 0	"
4. Beads, per lb..............................	0 0 6¼	0 0 0¼
(or 25% ad valorem, whichever shall be the greater).		
5. Blasting compounds, including all kinds of explosives suitable and intended for blasting, and not suitable for use in fire arms; and collodion cotton not intended for manufacturing purposes, per lb..................................	0 0 2½	0 0 0¼
6. Butter, butterine, margarine, ghee, and other substitutes for butter, per lb....................	0 0 2¼	0 0 0'
7. Candles, per 100 lbs..........................	0 5 0	0 0 10
8. Cards, playing, per pack......................	0 0 6	Nil.
(And in addition 15% ad valorem)............	....	3% ad valorem.
9. Cement, per 400 lbs..........................	0 1 3	0 0 3
10. Chicory and substitutes for coffee or chicory, including chicory root, per lb..................	0 0 2	Nil.
11. Clothing, second hand, for sale, per coat, vest, or trousers, each.....	0 2 0	"
12. Coal and patent fuel, per ton of 2,000 lbs.........	0 3 0	"
13. Coke, per ton of 2,000 lbs......................	0 1 0	"

Class 1.—Special Rates—*Continued.*

Article.	Duty.	Rebate upon goods the growth, produce or manufacture of the United Kingdom and reciprocating British Colonies.
	£ s. d.	£ s. d.
14. Cocoa—		
(*a*) Raw, per lb.	0 0 1	"
(*b*) Ground or manufactured, unsweetened, per lb.	0 0 2	0 0 0½
(*c*) Cocoa and milk, chocolate and milk, coffee and milk, per lb.	0 0 2	0 0 0½
(*d*) Cocoa butter and cocoa paste, per lb.	0 0 2	0 0 0½
15. Coffee—		
(*a*) Raw, per lb.	0 0 0¾	Nil.
(*b*) Roasted, ground or mixed, per lb.	0 0 2	"
16. Confectionery, including sweetened cocoa or chocolate, honey, jams, jellies, pudding and jelly powders, preserves, sweetmeats, candied or preserved ginger or chow-chow, and all other kinds compounded, made, or preserved with sugar, but not including purely medicinal preparations properly classed as apothecaryware, per lb.	0 0 2½	0 0 0¼
17. Corn and grain—		
(*a*) Wheat—		
(1) In the grain, per 100 lbs.	0 1 2	0 0 2
(2) Ground or otherwise prepared, per 100 lbs	0 2 6	0 0 3
(3) Bran, wheaten, per 100 lbs.	0 1 2	0 0 2
(*b*) Barley, buckwheat, kaffir corn, maize, millet, oats, rye, beans and peas—		
(1) In the grain or raw, per 100 lbs.	0 2 0	0 0 2
(2) Ground, malted, or otherwise prepared, including samp, per 100 lbs.	0 2 9	0 0 3
(*c*) Rice, per 100 lbs.	0 1 0	Ni
Not including patent, proprietary, or other specially prepared foods for invalids or infants, or corn and grain prepared as vegetables.		
18. Dates, per lb.	0 0 0½	"
19. Fish, not being of South African taking, per lb.	0 0 1¼	0 0 0¼
20. Fodder—		
Chaff, hay, lucerne, oat-hay, oil cake, and other fodder not otherwise described, per 100 lbs.	0 2 0	0 0 2
21. Fruits—		
(*a*) Preserved, of all kinds, bottled, tinned, or otherwise prepared, including pulp and candied peel, per lb.	0 0 2¼	0 0 0¼
(*b*) Dried, of all kinds, including almonds and nuts, per lb.	0 0 2¼	0 0 0¼
22. Gunpowder and other explosives suitable for use in firearms, per lb.	0 0 6	Nil.
(and in addition 15% ad valorem)		3% ad valorem.
23. Guns, and gun-barrels, firearms—		
(*a*) Single, per barrel	1 0 0	Nil.
(*b*) Double and other, per barrel	0 15 0	"
(and in either case in addition 15% ad val.).		3% ad valorem.
24. Lard, including compound lard, cottolene, nuttose, and other similar substances for use as food, per lb.	0 0 1¼	0 0 0¼
25. Matches—		
(*a*) Wooden; in boxes or packages of not more than 100 matches, per gross of boxes or packages	0 2 0	Nil.
In boxes containing more than 100, but not more than 200 matches, per gross of boxes or packages	0 4 0	Nil.
And for every 100 additional matches in boxes or packages, per gross of 100 matches	0 2 0	"
(*b*) Fusees, vestas, or wax matches, or other patent lights used as such, in boxes or packages containing not more than 50, per gross of boxes or packages	0 2 0	"

CLASS 1.—Special Rates—*Continued.*

ARTICLE.	DUTY.	Rebate upon goods the growth, produce or manufacture of the United Kingdom and reciprocating British Colonies.
	£ s. d.	£ s. d.
25. Matches—*Continued.*		
In boxes or packages of more than 50, but not more than 100, per gross of boxes or packages	0 4 0	"
And for every 50 additional in boxes or packages, per gross of 50 matches	0 2 0	"
Match splints to be classed and pay duty, as matches.		
26. Meats, fats, soups, and other similar substances used as food, but not including extracts and essences or tallow, per lb	0 0 1¼	0 0 0¼
27. Milk, condensed, desiccated or preserved milk or cream—		
(*a*) Full cream, per 100 lbs	0 5 2	0 1 0
(*b*) Skimmed or separated, per lb	0 0 6	Nil.
28. Oils, mineral: illuminating and burning, per imperial gallon	0 0 1	"
29. Onions and garlic, not preserved, per lb	0 0 0½	"
30. Pickles, sauces, chillies, chutneys, and other condiments, per lb	0 0 2¼	0 0 0¼
31. Pills, imported in packages, not for direct sale retail to the public, per lb	1 0 0	Nil.
32. Pistols and revolvers, each	0 5 0	"
(And in addition 15 per cent ad valorem)		ad valorem. 3%
33. Potatoes, not preserved, per 100 lbs	0 2 0¼	0 0 2
34. Soap, soap powders, and extracts, per 100 lbs. (Or 25 per cent ad valorem, whichever shall be the greater.)	0 4 9¼	0 0 7 Or 3% ad valorem as the case may be.
35. Spices and tumeric, per lb	0 0 2¼	0 0 0¼
36. Spirits—		
(*a*) Perfumed, per imperial gallon	1 2 6	Nil.
(*b*) Liqueurs, cordials, and mixed spirits, exceeding 3 per cent of proof spirit, per imperial gallon	1 0 0	"
(*c*) Other sorts, exceeding 3 per cent of proof spirit, per imperial proof gallon	0 19 0	"
NOTE —No allowance will be made for under proof in excess of 15 per cent.		
NOTE.—Medicinal and toilet preparations are essences (liquid), and syrups and tinctures containing over 3 per cent of proof spirit to be classed as spirits under item (*b*).		
37. Sugar—		
(*a*) Candy, loaf, castor, icing and cube, per 100 lbs.	0 5 0	Nil.
(*b*) Other kinds, including golden and maple syrup, molasses, saccharum, glucose, and treacle, per 100 lbs	0 3 6	"
(*c*) Saccharine and other sweetening substances in concentrated form, per lb	1 0 0	"
NOTE.—In the case of sugar upon which bounties are granted in the countries of origin, an additional duty equal to the amount of such bounty is to be levied.		
38. Tea, per lb	0 0 4	Nil.
39. Tobacco—		
(*a*) Cigars and cigarillos, per lb (And in addition 15 per cent ad valorem).	0 6 0	"
(*b*) Goorak, or gooracco, and hookah mixture, and all imitations or substitutes therefor or for tobacco, per lb	0 6 0	"
(*c*) Snuff, per lb	0 4 0	"
(*d*) Cigarettes, per lb	0 4 6	"
(And in addition 15 per cent ad valorem).		
(*e*) Manufactured, per lb	0 4 0	"
(*f*) Unmanufactured, per lb	0 3 0	"

Class 1.—Special Rates—*Continued.*

Article.	Duty.	Rebate upon goods the growth, produce or manufacture of the United Kingdom and reciprocating British Colonies.
	£ s. d.	£ s. d.
40. Vinegar, extracts or essences of vinegar, acid acetic and pyroligneous, per gallon of any strength, not exceeding the strength of proof—		
(*a*) In bottles or vessels of a capacity of not more than one imperial gallon, per imperial gallon	0 1 1	0 0 1
(*b*) In larger vessels or in bulk, per imperial gallon	0 0 7	0 0 1
and in addition, in either case, for each degree of strength in excess of the strength of proof per degree	0 0 4	0 0 1
Note.—Proof will be held to be equal to 6 per cent of absolute acid, and shall be determined in the manner prescribed by the Customs.		
41. Wines—		
(*a*) Still wines, not exceeding 20 per cent of proof spirit, per imperial gallon	0 4 0	Nil.
(*b*) Still wines, exceeding 20 per cent, but not exceeding 50 per cent proof spirit, per imperial gallon	0 8 0	"
(*c*) Sparkling wines, per imperial gallon	0 12 6	"
(And in addition 15 per cent ad valorem on all the above classes of wine)		"
Note.—Wines containing less than 3 per cent of proof spirit are not included in the above, and wines containing more than 50 per cent of proof spirit are classed as spirits		
General Note.—24 reputed half-pints, 12 reputed pints, 6 reputed quarts, and 4 reputed imperial quarts to be deemed to be not less than 1 gallon.		
Tins, jars, or other receptacles of reputed weight to be deemed to be not less than such weight.		
Reputed 12 oz., 14 oz., and 16 oz. packets of candles to be deemed to be those weights respectively.		
Cement in packages of not less than 350 lbs., and not more than 400 lbs., to be deemed to be 400 lbs.		
Packages of flour or wheaten meal containing not less than 90 lbs., and not more than 100 lbs., to be deemed to be 100 lbs..		
Oils, mineral, illuminating and burning, in ordinary reputed two 5 American gallon, or ten 1 American gallon tins, to be deemed to be not less than 8½ imperial gallons, and two 4 reputed imperial gallon tins to be deemed to be not less than 8 imperial gallons.		
"Proof" means the strength of proof as ascertained by Sykes' hydrometer.		

Class 2.—Mixed Rates.

	£	s.	d.
42. Boots and shoes, per £100	15	0	0
With a minimum per pair of—			
Men's	0	0	9
Women's	0	0	6
Children's	0	0	3
43. Printed matter—			
(*a*) Advertising, including catalogues, price lists, almanacs, calendars, labels, posters, and show cards, per £100	25	0	0
Or 2d. per lb. whichever shall be the greater.			
(*b*) Account and cheque books, printed stationery and forms, company reports, scrip, share certificates and promissory notes, cards, Christmas, New Year, birthday, post, and pictorial, directories, guide books, and handbooks relating to South Africa, and boxes, cardboard, and bags, paper, printed upon, per £100	25	0	0
44. Vehicles—			
(*a*) Carriages, carts, coaches, and wagons, and finished parts thereof not elsewhere enumerated, per £100	25	0	0
(*b*) Second hand carriages, carts, coaches, and wagons, per vehicle	10	0	0
And in addition 15 per cent ad valorem, but in no case shall the duty be less than 25 per cent ad valorem.			

Note—Not including motor cars or cycles.

3 per cent ad valorem will be rebated under Article 3 of the Convention.

Class 3.—25 per cent ad valorem.

45. Beverages —
 (*a*) Waters: ærated, mineral and table.
 (*b*) Fruit juices, cordials and syrups, not elsewhere enumerated.
 (*c*) All other kinds not exceeding 3 per cent of proof spirits.
46. Biscuits, cakes, puddings and pastry.
47. Blankets and sheets, or rugs, cotton or woollen, or manufactures of cotton or wool commonly used as cotton or woollen blankets or rugs, and cotton quilts, the single article, in pairs or in the piece; and coats, jackets or other apparel made of blanketing or baize, not elsewhere enumerated.
48. Bon-bons, surprise packets and crackers, and fancy confectionery.
49. Bricks, except bath.
50. Extracts and essences of all kinds, for food, flavouring or perfumery, not elsewhere enumerated, including concentrated soup.
51. Fireworks of all descriptions.
52. Harness and saddlery.
53. Medicinal preparations, not elsewhere enumerated, other than pills imported in packages not for direct sale retail to the public, when prepared by any secret or occult art and recommended to the public under any general name or title as specifics for any diseases or affections whatsoever affecting the human or animal bodies.
54. Oils, essential or perfumed, including eucalyptus.
55. Perfumery, cosmetics, dyes, powders, and other preparations for toilet use, not elsewhere enumerated.
56. Shawls, woollen.

Note—3 per cent ad valorem will be rebated under Article 3 of the Convention.

Class 4.—3 per cent ad valorem.

57. Ambulance materials, imported by recognized associations, corps, or hospitals, lawfully established for instruction or drill in first aid to the wounded.
58. Ammonium: anhydrous, carbonate, chloride (sal-ammoniac) and nitrate: in bulk.
59. Asbestos packing and boiler compositions.
60. Assay apparatus and assay mabor.
61. Bands and belting of all kinds for driving machinery, boiler tubes, bolting cloth and mill silk.
62. Barytes and pumice; in bulk.
63. Battery cloth and baize, gauze, matting, sieving and screening, for use in connection with machinery and apparatus, including brattice cloth, but not including cocoanut matting.
64. Bolts, nuts, rivets, screws, nails and washers, and brass and iron tips and caps for boots and shoes.
65. Bookbinders' requisites, consisting of boards, cloths, leather, marble, paper, skin, thread, tape, vellum, webbing, wire, gold and silver leaf, parchment, imitation leather, binders' paper and cardboard and linen board.
66. Bottles and jars of common glass or earthenware, and bottles ordinarily used for ærated waters; empty.
67. Brass and copper, and composition metal; in bars, ingots, plates, and sheets; plain including perforated, but otherwise unmanufactured.
68. Calcium: carbonate, caustic, chloride, chlorate, bi-sulphite; in bulk.
69. Carbonic acid gas.
70. Cement, liquid for tube mills.

71. Chains for hauling.
72. Chimneys: metal (smokestacks).
73. Collodion cotton and glycerine and kieselguhr: in bulk for manufacturing purposes.
74. Confectioners' requisites, namely, moulding starch, gelatine and unsweetened desiccated cocoanut in bulk.
75. Corks and bungs, and cork wood, unmanufactured.
76. Cranes, elevators and shears.
77. Crucibles, cupels, cupelling furnaces, graphite, ingot moulds, retorts and furnaces for roasting minerals.
78. Cyanide of potassium and of sodium; sulpho cyanide of potassium, sodium, and calcium.
79. Disinfectants, in bulk, provided they are of a standard approved by the various Governments of the Union.
80. Emery, in bulk, emery cloth and paper, emery wheels.
81. Felt, rubberoid, uralite, and similar substances for building purposes.
82. Fire clay and terra alba.
83. Fire escapes, and fire extinguishing appliances and apparatus.
84. Fruits, fresh and green, including cocoanuts.
85. Glue, in bulk.
86. Gypsum (sulphate of lime or plaster of Paris); in bulk.
87. Hair cloth and springs for furniture.
88. Hops.
89. Hose, conveying.
90. Hubs, rims, spokes, felloes, shafts, tent bows and poles, cut or fashioned, not finished, except when for wagons and carts commonly used for the conveyance of goods.
91. India rubber, unmanufactured.
92. Iron and steel—
    (*a*) Rough and rolled but otherwise unmanufactured.
    (*b*) Plain, perforated, galvanized, and corrugated sheets.
    (*c*) Angle, bar, channel, hoop, rod, plate, H., T., and similar iron or steel, not perforated or put together or worked up in any way for structural or other purposes, not elsewhere enumerated.
93. Jacks, screw and hydraulic.
94. Launches, tugs and lighters; provided that when condemned or landed to be broken up duty shall be paid at the Customs on the hull and all fittings, according to the tariff that may then be in force.
95. Lead: bar, pipe, sheet, foil, and acetate of.
96. Leather: patent, enamelled, roan and morocco, and pig skin in the piece, and valve hide.
97. Lifts: power, including the gates.
98. Machinery—
    (*a*) Machinery, apparatus, appliances and implements (not including material, vehicles, mechanics tools, domestic machines or harness) for agricultural, manufacturing, mining, bookbinding, printing, and other industrial purposes.
    (*b*) Machinery, apparatus, appliances, implements and electrical material used in connection therewith, for the generation, storage, transmission, distribution of, and lighting by gas or electric power, but not including electroliers, hand lamps or fancy fittings.
99. Magnesium sulphate: in bulk.
100. Metal of all sorts in bars, blocks, ingots, and pigs for founding, not elsewhere described.
101. Metal shafts sets and rails, buckets, skips, trucks and tubs, wheeled or otherwise, for hauling on rails or wires.
102. Packing and lagging for engines, machinery, piping, and buildings.
103. Paper: all plain paper in its original mill ream, wrapper or reels, not less in size than 16 inches by 15 inches not including feint or ruled papers or blotting, brown, cartridge, drawing, manifold, packing or tissue papers.
104. Pipes, piping, and tubes of all kinds for gas, steam, drainage, sewerage, irrigation, water supply or pumping, including meters, cocks, and taps, but not including grids, manhole coverings and fittings, surface boxes, down piping, and guttering.
105. Potassium and sodium: carbonate, bi-carbonate, caustic, and silicate, chlorate, bi-chromate, permanganate, red and yellow prussiate of, in bulk.
106. Presses: wool, hay, straw, and forage.
107. Printing, lithographic, and ruling inks, roller composition and stamping colours and printers' bronze.
108. Railway construction or equipment requisites as follows:—Rails, sleepers, fastenings for rails or sleepers, girders, iron bridge work, culvert tops, locomotives, tenders, ballast trucks, goods, wagons, carriages, trolleys, engine water tanks, turn tables, permanent or fixed signals, weigh-bridges and railway lamps.
109. Resin: in bulk.
110. Saddle-trees.
111. School furniture and requisites: being all articles certified by the Superintendent-General of Education, or any official appointed for that purpose in any Colony or Territory in the Union to be for use in any school.
112. Sheep-dip, sheep-dipping powders, materials suitable only for dip and dipping tanks.
113. Slates for roofing.
114. Sprayers and sprinklers and other apparatus for destroying pests or diseases in stock, plants, or trees.
115. Springs, axles, steps, and other metal parts not ordinarily made in the Union, for carts, carriages, coaches, and wagons.
116. Staves, not worked further than roughly fashioned.
117. Substances for destroying pests or diseases in stock, plants, or trees, sulphate of copper, arsenic and arsenious acid, arsenate of soda.
118. Tanks and vats, suitable and intended for mining purposes, and substructures for the same.

119. Telegraphs and telephones: materials and instruments for use in construction and working of telegraph and telephone lines.
120. Thread, boot and shoemakers', saddlers' and sailmakers', and seaming twine and binding twine and harvest yarn.
121. Tin and zinc, bar, plate or sheet, plain or perforated but otherwise unmanufactured, and zinc fume, dust or shavings.
122. Traction engines, power lorries and trailers for the same, stone crushers, steam rollers and street sweeping machines.
123. Tramway construction and equipment requisites, as follows:—
Rails, sleepers, fastenings for rails or sleepers, iron gates, girders, iron bridge work, culvert tops, cars, trolleys, water-tanks and turn tables.
124. Vegetables, fresh or green, but not including garlic, potatoes, or onions.
125. Water-boring and pumping apparatus, and pumps, not including beer pumps.
126. Wire and wire-netting for fencing: droppers, gates, hurdles, posts, standards, strainers, staples, stiles, winders, and other materials or fastening of metal ordinarily used for agricultural or railway fencing; and baling wire and fruit tree netting.
127. Wire for making mattresses.
128. Wire rope.
129. Wood—
(*a*) Unmanufactured.
(*b*) Ceiling and flooring boards, planed, tongued and grooved.

NOTE.—The whole of the duties upon this class will be rebated under Article 3 of the Convention.

CLASS 5.—Free.

130. All raw produce of South Africa, and animals bred in South Africa, imported into the Union overland.
131. All animals bred and articles grown, produced or manufactured within the Union, except—
Spirits, beer, patent medicines, and sulphuric acid, or blasting compounds, distilled or manufactured within the Union, in case of the imposition of a duty or the prohibition of manufacture for sale.
(Vide Article 16 of the Convention.)
132. Animals, living, not elsewhere enumerated.
133. Appointments and uniforms for the military, naval, volunteer or other (Imperial or Colonial) forces of His Majesty.
134. Atlases, charts, globes, and maps.
135. Bags (not including paper bags) for flour, grain, manure, local manufactures, produce, sugar, wool, coal and minerals, and bagging and sacking in the piece.
136. Band instruments and stands, the bona fide property of any military, naval or volunteer corps, and not the property of individuals.
137. Bones, feathers, grass, ivory, hair, hoofs, horns, moss, shells, skins, teeth, wool and other parts of animals, birds, fishes or reptiles, not being manufactured, polished or further prepared than dried or cleaned, but in their raw and unmanufactured state.
138. Books and music, printed, including newspapers and periodicals, not being foreign unauthorized prints of any British or South African copyright work, the importation of which is prohibited, not being advertising matter elsewhere enumerated.
139. Borax, boracic acid, bromine, litharge, manganese dioxide and quicksilver.
140. Bottles and jars of common glass or earthenware, imported full of any article liable to a rated duty only.
141. Bullion (in the bar or sheet), coin, specie, bank notes and other paper currency.
142. Carriages, carts, wagons and other wheeled vehicles, the manufacture of South Africa, imported into the Union overland.
143. Church decorations, altars, bells, fonts, lecterns, pulpits, organs, plate or vestments, and illuminated windows, imported by or for presentation to any religious body.
144. Coir, candle wick, cotton, copra, flax, fibre, flock, hemp and jute, raw, waste or unmanufactured.
145. Consular uniforms and appointments, and printed official consular stationery.
146. Cork dust, paper shavings, sawdust husks and other waste substances intended and suitable for use only as packing material.
147. Cups, medals and other trophies imported for presentation as prizes at examinations, exhibitions, shows, or other public competitions for skill or sport; for bravery, good conduct, humanity; for excellence in art, industry, invention, manufactures, learning, science, or for honourable or meritorious public services, or for rifle shooting by Imperial or Colonial forces, or recognized rifle associations, not being for the purpose of advertisement: Provided that such articles shall, on importation or delivery free from the Customs, bear engraved or otherwise indelibly marked on them the occasion or purpose for which they are presented.
148. Diagrams, designs, drawings, models and plans.
149. Diamonds and other gems, or precious stones, in their rough state.
150. Dye nuts, gambier, myrobalans, sumach, valonia, and dye-stuffs for leather; and alum.
151. Engravings, lithographs and photographs, not including enlargements or reproductions of photographs, and not being labels or advertisements elsewhere enumerated.
152. Fish fry and ova.
153. Fish, fresh, dried, cured, or salted, of South African taking, and raw oil from fish of South African taking.
154. Guano and other substances, animal, mineral or vegetable, artificial or natural, suitable for use as fertilizers or manures.
155. Ice.

156. Life boats, belts, and buoys and other life saving apparatus imported by any recognized society.
157. Marble in the rough or sawn.
158. Nitrates, except nitrate of ammonium, for manufacturing purposes or for fertilizers, in bulk.
159. Oils, palm, palm kernel, cotton seed and cocoanut in bulk, for manufacturing purposes and under such conditions and regulations as the Customs may prescribe.
160. Paintings, pictures, picture books and etchings, not being advertisements or labels elsewhere enumerated.
161. Platinum, chloride of, and platinum wire.
162. Public stores, imported or taken out of bond by, and bona fide for the sole and exclusive use of, the Government of His Britannic Majesty, and of any Government belonging to the Union: provided that a certificate be delivered to the Customs authorities given under the hand of an officer approved by the principal officer of Customs, setting forth that any duty levied on such public stores would be borne directly by the Government; and provided further that no portion of such stores used or unused shall be sold or otherwise disposed of as to come into possession of or into consumption by any persons not legally entitled to import the same free of duty, without the consent of the Principal Officer of Customs, and the payment of the duties to him by the officer so selling or disposing of such public stores at the rate leviable at the date of sale.
163. Rattans, cane and bamboo, unmanufactured.
164. Sculpture, being original works of art.
165. Seeds, bulbs, plants and tubers, for planting or sowing only, not including edible kinds or fodder.
166. Specimens illustrative of natural history and exhibits for public museums or scientific purposes and antiquities for the same purposes.
167. Stone linings and pebbles for tube mills.
168. Sulphur, in bulk.
169. Sulphurous anhydride.
170. Tallow.
171. Tobacco, the produce of South Africa, imported into the Union overland.
172. Vaccine virus, rennet, toxin and serum.
173. Wax, viz.—Paraffin and stearine, and stearine grease, ordinarily used in the manufacture of candles or explosives.
174. Wood meal and wood pulp.

Class 6.—General ad valorem rate, 15 per cent.

175. All goods, wares, and merchandise not elsewhere charged with duty, and not enumerated in the Free List, and not prohibited to be imported into the Union, shall be charged with a duty of 15 per cent ad valorem.

Note.—3 per cent ad valorem will be rebated under Article 3 of the Convention.

APPENDIX IX.

Shipping Rates.

That Canadian exporters may be acquainted as far as is possible with the conditions which govern the accessibility of their products to this market, as compared with those of other countries, a schedule of the various ocean shipping rates is subjoined below. The reading of this in conjunction with the customs tariff, and the remarks interspersed between the statistics of imports, should afford sufficient information to enable a reasonable calculation to be made as to the possibilities which South Africa contains for a satisfactory trade in any particular commodity.

PROPOSED RATES FROM ST. JOHN, WINTER 1909-10.

—	1		2		3		4		5	
	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
Cape Town	31	3	26	3	20	0	17	6	15	0
Algoa Bay	33	9	28	9	22	6	20	0	17	6
East London	36	3	31	3	25	0	22	6	20	0
Durban	40	0	35	0	27	6	25	0	22	6
Delagoa Bay	46	3	37	6	30	0	27	6	25	0

FREIGHT RATES FROM SWEDEN TO DURBAN.

Calcium carbide..52s. 6d. per ton.
Timber and box shooks..................................72s. 6d. per standard.

To Delagoa Bay, the rates are 2s. 6d. per ton and 2s. 6d. per standard extra in each case.

There is an additional charge of 2s. 6d. per standard on timber shipped from the Upper Baltic ports.

SHIPPING RATES.

Below will be found the respective shipping rates in force between Canada and South Africa, continental ports and South Africa, and New York and South Africa.

RATES OF FREIGHT ON PRINCIPAL CARGO LINES.

Article.	C. T.	M. B.	A. B.	E. L.	Natal.	D. B.	Beira. (Direct.)
Class 1.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Clothing, dry goods, hops, leather and leather manufactures, musical instruments, organs, paints in oil, polish, stationery, turpentine, varnish—							
New York....................	36 3	41 3	38 9	41 3	45 0	51 3	52 6
Montreal.....................	33 9	....	36 3	38 9	42 6	48 9	....
Class 2.							
Axle grease, baking powder, blacking, brooms, canned goods, canvas and canvas manufactures, carriages, churns, condensed milk, cotton duck, cord and rope, corn mills, furniture (common) gates, glassware, (common), glucose, hammocks, hand carts, hand hardware, harrows, hay presses, hickory, hollow ware, incubators, lamp goods, lard, lard oil, lubricating oil, maizena, muralo, oak, plows and parts, provisions, rakes, sash weights, school slates, tinware, toys, trunks, black walnut, wheelbarrows, woodenware, yeast—							
New York....................	31 3	36 3	33 9	36 3	40 0	42 6	45 0
Montreal.....................	28 9	....	31 3	33 9	37 6	40 0	....
Class 3.							
Ash, barrel shooks, binders, birch, desks, elm, harvesters, nails, reapers, roofing, rosin—							
New York....................	25 0	30 0	27 6	30 0	32 6	35 0	38 9
Montreal.....................	22 6	....	25 0	27 6	30 0	32 6	....
Class 4.							
Bags (paper) butter dishes, chairs, fruit jars, handles, iron bars, iron chests, iron hoops, plaster, shovels, spades, timber, pitch pine deals and square logs, windmills, wire (plain and barb)—							
New York....................	22 6	27 6	25 0	27 6	30 0	32 6	35 0
Montreal.....................	20 0	....	22 6	25 0	27 6	30 0	....
Class 5.							
Montreal.....................	17 6	....	20 0	22 6	25 0	27 6	....

New York Lines show Beira for transhipment at 55s. for all classes.

RATES FROM ST. JOHN, WINTER 1909-10.

—	1		2		3		4		5	
	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
Cape Town	31	3	26	3	20	0	17	6	15	0
Algoa Bay	33	9	28	9	22	6	20	0	17	6
East London	36	3	31	3	25	0	22	6	20	0
Durban	40	0	35	0	27	6	25	0	22	6
Delagoa Bay	46	3	37	6	30	0	27	6	25	0

SPECIAL RATES FROM MONTREAL.

—	Cape Town.		Algoa Bay.		East London.		Durban.		Delagoa. (Direct.)	
	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
Cement (bags and barrels) crude sulphur per 2,240 lbs	12	6	15	0	17	6	17	6	21	3
Excelsior, empty wooden match boxes match wood splints per 40 cubic feet	12	6	15	0	20	0	20	0	22	6
Lumber	18	9	21	3	23	9	26	3	28	9
Oats (in bags)	30	0	32	6	35	0	37	6	45	0
Corn, rye, samp, wheat, flour, meal and Peas	20	0	22	6	25	0	27	6	35	0
Barley and buckwheat	27	6	30	0	32	6	35	0	42	6
Doors, windows and joinery work	18	9	21	3	23	9	26	3	33	9
Sugar and coffee	28	9	31	3	33	9	36	3	40	0
Residium oil, coal tar and creosote	28	9	31	3	33	9	37	6	40	0
Flour (in barrels)	23	9	26	3	28	9	31	3	38	9
Acids, gasoline, benzine, naphtha and dangerous cargo (on deck)	82	6	85	0	95	0	102	6	107	6
Rubber and shoe cement (on deck)	82	6	87	6	92	6	97	6	112	6
Safety cartridges	61	3	65	0	68	9	72	6	83	9
Drugs, perfumery and fancy soap	40	0	42	6	46	3	47	6	50	0
Carbide (on deck)	35	0	35	0	35	0	37	6	50	0
Kerosene oil	17	6	20	0	22	6	25	0	32	6
Condensed milk	28	9	31	3	33	9	37	6	40	0

All Cape Town rates are subject to 2½% surcharge above rates at weight or measurement ship's option.

SPECIAL RATES FROM ST. JOHN.

	Cape Town.		Algoa Bay.		East London.		Durban.		Delagoa. (Direct.)	
	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
Cement, crude sulphur	10	0	12	6	15	0	15	0	18	9
Excelsior, empty wood match boxes, match wood splints	10	0	12	6	17	6	17	6	20	0
Lumber (soft wood)	17	6	20	0	22	6	25	0	27	6
Corn, rye, samp, wheat flour, meal and Peas	20	0	22	6	25	0	27	6	35	0
Barley and buckwheat	27	6	30	0	32	6	35	0	42	6
Quaker oats	22	6	25	0	27	6	30	0	37	6
Doors, windows and joinery work	17	6	20	0	22	6	25	0	32	6
Oats in bags	30	0	32	6	35	0	37	6	45	0
Sugar and coffee	26	3	28	9	31	3	33	9	37	6
Residuum oil, coal tar and creosote	26	3	28	9	31	3	35	0	37	6
Flour (in barrels)	18	9	21	3	23	9	26	3	33	9
Metal polish, oil clothing, wood alcohol, on deck	37	6	40	0	42	6	45	0	47	6
Gasoline, acids, benzine, naphtha and general cargo, on deck	80	0	82	6	92	6	100	0	105	0
Condensed milk and cream	26	3	28	9	31	3	35	0	37	6
Rubber and shoe cement (on deck)	80	0	85	0	90	0	95	0	110	0
Safety cartridges (on deck)	58	9	62	6	66	3	70	3	81	3
Drugs, perfumery and fancy soap	37	6	40	0	43	9	45	0	47	6
Carbide	35	0	35	0	35	0	37	6	50	0

All rates are subject to change with or without notice
Cape Town rates subject to 2½% surcharge.

SPECIAL RATES ON NEW YORK LINES.

	Cape Town.		Algoa Bay.		East London.		Natal.		Delagoa Bay.		Beira. (Direct).		Mossel Bay.	
	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.	s.	d.
Cement	15	0	17	6	20	0	20	0	23	9	35	0	20	0
Box shooks } Doors, windows, &c. }	20	0	22	6	25	0	27	6	30	0	35	0	25	0
Flour, heavy grains	20	0	22	6	25	0	27	6	35	0	45	0	25	0
Lumber: pine, poplar	20	0	22	6	25	0	27	6	30	0	35	0	25	0
Medicines, drugs, perfumery, fancy and medicinal soaps	42	6	45	0	48	9	50	0	52	6	55	0	48	9
Quaker oats	25	0	27	6	30	0	32	6	40	0	42	6	30	0
Staves, on deck	25	0												
" under deck	17	6												
Sugar, in bags, weight } " in barrels, measurement }	31	3	33	9	36	3	38	9	42	6	52	6	36	3
Wire, barb and plain	22	6	25	0	27	6	30	0	32	6	35	0	27	6

Beira transhipment, 55s. all classes.

RATES OF FREIGHT TO SOUTH AFRICAN PORTS.

Reductions brought into operation by all steamers of the Conference Lines after June 2, 1910.

Articles.	New Class.	New Rates per Ton. East London and Durban.	New Rates per Ton. Delagoa Bay.	Old rate red. by per ton.
		s. d.	s. d.	s. d.
Bolts and nuts	IV	27 6	30 0	10 0
Bridgework (N.O.E.) not over 30 ft. or 40 cwt	IV	27 6	30 0	10 0
Castings (N.O.E.)	III	30 0	32 6	7 6
Colliery tubs or trucks (empty)	IV	27 6	30 0	2 6
Columns, cast iron	IV	27 6	30 0	2 6
Colliery tubs or trucks packed with fittings	III	30 0	32 6	7 6
Dynamos and fittings	III	30 0	32 6	18 9 & 20 0 respectively.
Electric motors and machines	III	30 0	32 6	"
Girders, joists and stanchions (rolled), not over 30 ft. or 40 cwt	V	25 0	27 6	2 6
Girders and stanchions constructed or built, not over 30 ft. or 40 cwt	IV	27 6	30 0	10 0
Girders (compound) not over 30 ft. or 40 cwt	IV	27 6	30 2	2 6
Iron (angle, channel, tee and bar)	V	25 0	27 6	2 6
Iron plates (N.O.E.)	V	25 0	27 6	2 6
Machinery (N.O.E.)	III	30 0	32 6	7 6
Pulleys	III	30 0	32 6	7 6
Pumps	III	30 0	32 6	7 6
Rails and accessories (accompanying rails)	V	25 0	27 6	2 6
Shafting	III	30 0	32 6	7 6
Rivets (iron and steel)	IV	27 6	30 0	10 0
Shoes and dies	V	25 0	27 6	2 6
Tip trucks (empty)	IV	27 6	30 0	2 6
Tip trucks packed with fittings	III	30 0	32 6	7 6
Turntables	III	30 0	32 6	7 6
Valves (N.O.E.)	III	30 0	32 6	7 6
Washers	IV	27 6	30 0	10 0
Wheels	IV	27 6	30 0	10 0
Wire (iron and steel) in coils and bundles	V	25 0	27 6	2 6

N.O.E.—Not otherwise enumerated.

ADDITIONAL RATES OF FREIGHT TO SOUTH AFRICAN PORTS.

Water Tube Boilers.

The undermentioned rates are subject to a cash refund of 5 per cent on the net freight (see example at foot).

To Cape Town, Algoa Bay, (ex-ship) Mossel Bay, (ex-ship) East London, (including lighterage) Natal (including landing), Delagoa Bay (including landing).

Not over 3 tons in weight	35/—
Over 3 tons but not over $3\frac{1}{2}$	40/—
" " 4	45/—
" " $4\frac{1}{2}$	50/—
" " 5	55/—
" " 6	60/—
" " 7	65/—

All per ton weight with primage and deferred rebate as customary.

For water tube boilers over 7 tons the ordinary tariff rates as per heavy lift scale for goods other than boilers to be charged.

Accessories to water tube boilers to be carried at above rates if shipped with the boilers. If shipped alone Class 4 rates to be charged.

EXAMPLE.

A boiler weighing 1 ton would be charged..	35/—
Plus 10 per cent primage..	3/6
	38/6
Which is reduced by a cash refund of 5 per cent on 35/—..	1/9
Amount paid on shipment..	36/9
Deferred rebate of 5 per cent on 35/—..	1/9
Which ultimately reduces the rate to..	35/—

Boilers other than Water Tube Boilers.

The undermentioned rates are subject to a cash refund of 33⅓ per cent, which is to be deducted at time of shipment, the usual primage of 10 per cent being charged on the net rate after this deduction has been made (see example at foot).

——		Capetown. Algoa Bay (ex ship).		Mossel Bay (ex ship). East London (including lighterage). Natal (including landing).		Delagoa Bay (including landing).	
		s.	d.	s.	d.	s.	d.
For pieces or packages not over 2½ tons in weight		30	0	33	9	36	3
For pieces or packages over 2½ tons in weight but not over..................................	3	31	6	36	0	38	3
	3½	36	0	40	6	42	9
	4	40	6	45	0	47	6
	4½	45	0	49	6	51	9
	5	49	6	54	0	56	3
	6	54	0	58	6	63	0
	7	58	6	65	0	67	6
	8	63	0	67	6	72	0
	9	67	6	72	0	76	6
	10	72	0	76	6	81	0
	11	76	6	81	0	90	0
	12	81	0	85	6	94	6
	13	85	6	90	0	99	0
	14	85	6	90	0	99	0
	15	85	6	90	0	99	0
	16	90	0	94	6	103	6
	17	90	0	94	6	103	6
	18	90	0	94	6	103	6
	19	94	6	99	0	114	9
	20	94	6	99	0	114	9
	21	94	6	99	0	114	9
	22	99	0	103	6	126	0
	23	99	0	103	6	126	0
	24	99	0	103	6	126	0

For boilers over 24 tons the rate to be specially arranged between the shipper and the carrying line, but not to be less than the rate for a 24 ton boiler.

All per ton weight or measurement at ship's option.

Boiler fittings and accessories for the above to be carried as class IV.

EXAMPLE.

A boiler for Delagoa Bay weighing 10 tons and measuring 20 tons would be charged 81*s.* per ton measurement	£81 0 0
Less cash refund of 33⅓%	27 0 0
Net	54 0 0
10 % primage	5 8 0
	£59 8 0

In this case the usual 5% deferred rebate will amount to £2.14.0.

INCREASED RATES ON LOW CLASS CARGO.

——	Capetown. Algoa Bay (ex ship).	Mossel Bay (ex ship). East London (including lighterage). Natal (including landing).	Delagoa Bay (including landing).
	s. d.	s. d.	s. d.
Coke (per 20 cwt.)	22 6	25 0	27 6
Matches, safety (meast.)	15 0	17 6	20 0
Wood wool, wood flour or meal (meast.)	12 6	17 6	20 0
Standards (fencing) and droppers, per 20 cwt	12 6	15 0	17 6
Manures (not over £7 per ton in value)	15 0	17 6	20 0

All with 10% primage.

Zinc	Class II.
Zinc dust	Class I.

RATES OF FREIGHT TO SOUTH AFRICAN PORTS OVER THE CONFERENCE LINES.

FROM	TO				
London, Liverpool or Glasgow.	Capetown and Algoa Bay.	Mossel Bay.	East London (delivered free alongside wharf).	Natal (including landing.)	Delagoa Bay (including lighterage.)
	s. d.	s. d.	s. d.	s. d.	s. d.
Class I.	42 6	47 6	48 9	50 0	52 6
Class II.	30 0	35 0	37 6	37 6	40 0
Class III.	25 0	30 0	30 0	30 0	32 6
Class IV.	22 6	27 6	27 6	27 6	30 0
Class V.	20 0	25 0	25 0	25 0	27 6

10 per cent primage additional is charged in every case.

All goods in Classes III, IV and V weight, packages weighing over 40 cwt., or exceeding 30 feet in length, goods of a special or dangerous nature, or those marked "S" in classification, are taken by SPECIAL ARRANGEMENT ONLY, which must be made BEFORE SUCH GOODS ARE DESPATCHED.

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